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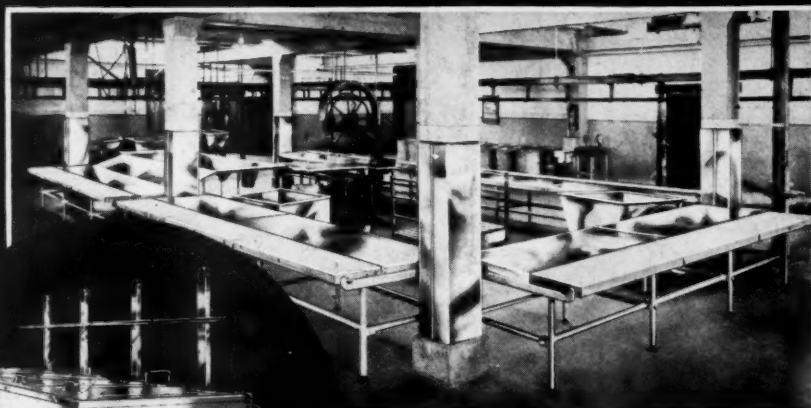
THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 92

JANUARY 19, 1935

Number 3



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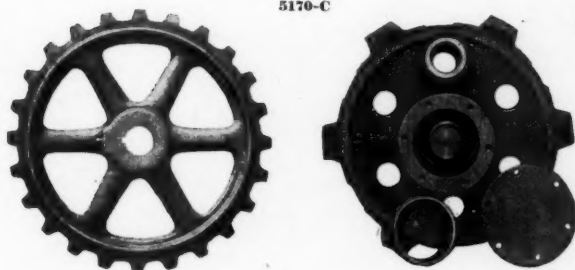
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The National Provisioner

THE MAGAZINE OF THE

Meat Packing and Allied Industries

Volume 92

JANUARY 19, 1935

Number 3



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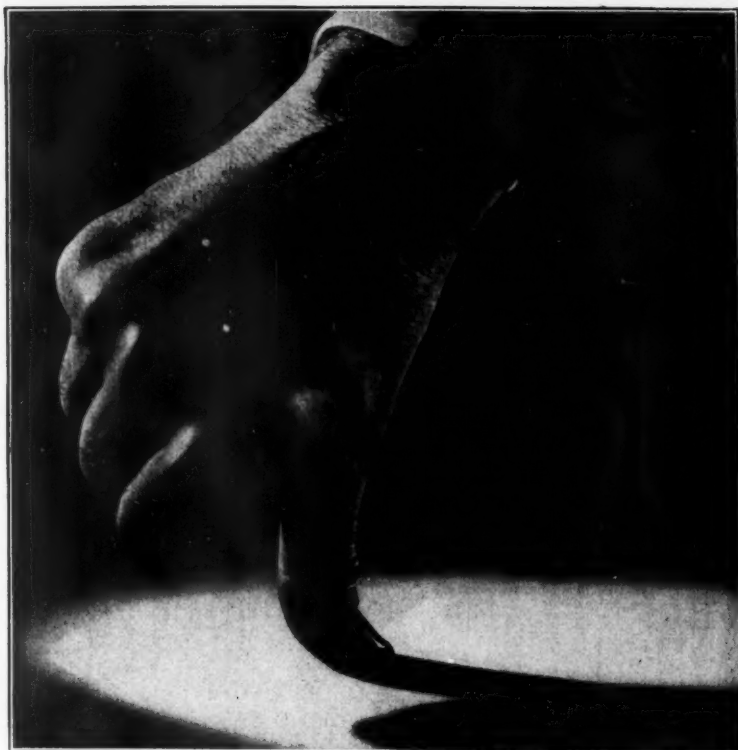
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Crane equipment is saving \$50 a month for a Pennsylvania coal mine. There are thousands of similar instances of savings.

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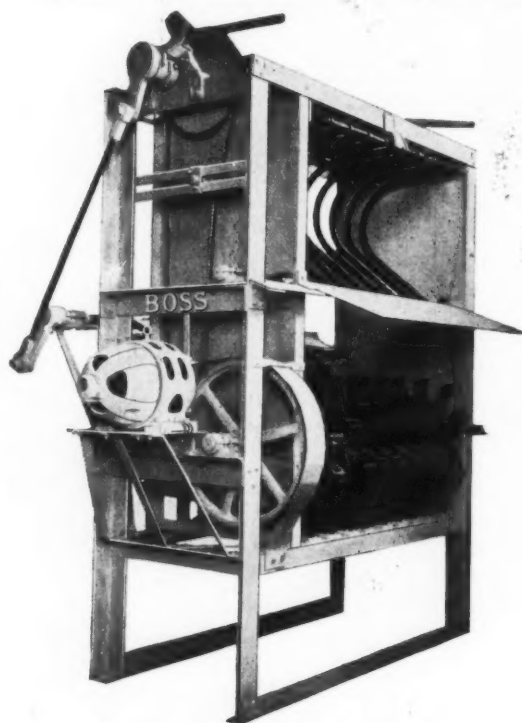


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The demand for well cleaned hog carcasses makes it necessary for even the smallest plant to install equipment that will "deliver the goods."

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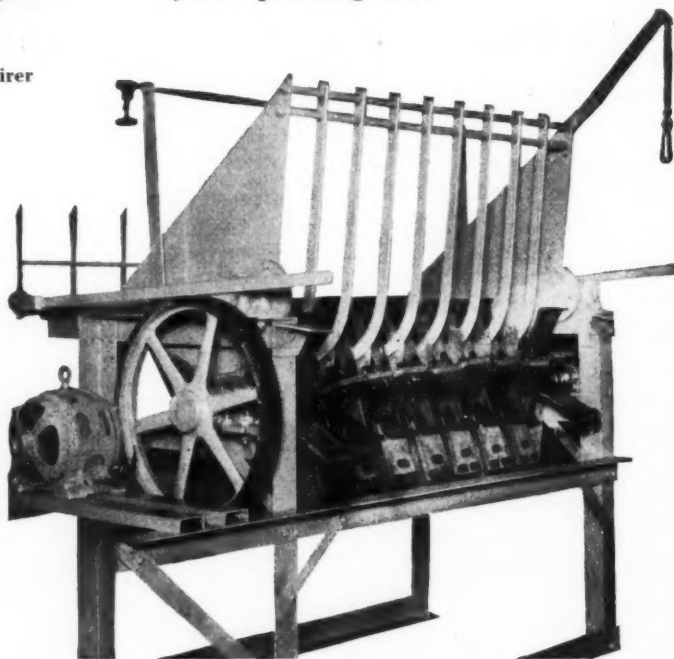


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Now, at the start of 1935, important improvements, such as those listed below, assure still better performance, still greater economy, the ability to out-perform

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A phone call to your nearest General Motors branch, distributor or dealer will bring you the bedrock facts. Representative models of the 1935 GMC line are now on display.

*** NOTEWORTHY 1935 IMPROVEMENTS:**

Hydraulic brakes standard on all light and medium-duty models; centrifuse or cast nickel iron brake drums; exceptionally large braking surfaces; increased fuel economy; increased power; increased torque; dual-performance rear axle available in 2-3 ton range; finer appearance—sloping radiator, skirted fenders, fender-mounted headlamps, drop-skirted cabs, horizontal louvres and optional group of de luxe equipment (at slight extra cost).

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1½ TO 22 TONS

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Week ending January 19, 1935

Page 7

Quality Counts!

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Always the Best

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THE NATIONAL Provisioner

THE MAGAZINE OF THE

Meat Packing and Allied Industries

JANUARY 19, 1935

Packer Saves—Making Own Power

Large Annual Return Earned by Major Bros. Company
On Money Invested in Modern Engine Room

*Twelfth of a series of surveys by THE NATIONAL PROVISIONER STEAM
AND POWER SAVING SERVICE, based on reports by cooperating packers.*

MANY packers—particularly those in the smaller volume group—seem to feel that it is cheaper and more satisfactory to purchase electrical energy for the operation of plant equipment than to manufacture it.

In the meat packing industry it is often dangerous to close the door to profit possibilities. Conditions in different plants and in different localities vary too widely to adopt an inflexible attitude on such important matters, or to assume that certain results cannot be obtained because packers generally are not obtaining them.

Packer Needs Facts

The successful packer does not assume such an attitude toward his processing and manufacturing departments. It is unfortunate that so many packers seem to know things that are not true about their power departments.

In many cases the packer's policy of purchasing electrical energy for equipment operation is dictated by opinion only. And quite often

such investigations into costs of purchasing and generating power as have been made, and on which packers rely, came from sources connected with power interests.

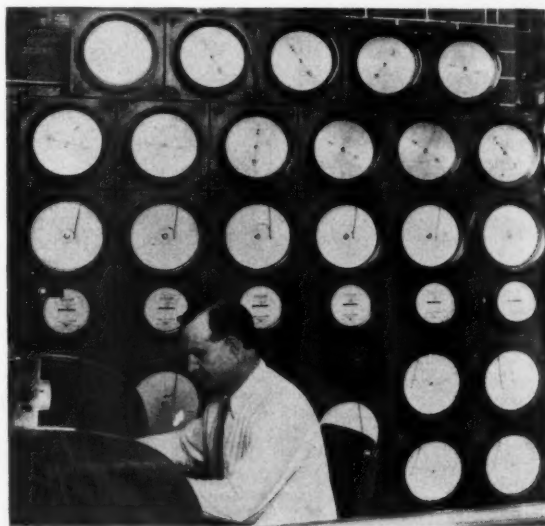
Engineers say that many smaller packing plants now purchasing power could make substantial savings by installing power-generating equipment. On the other hand, there are probably many other plants where conditions are such as to make generation of power inadvisable and uneconomical.

For the sake of his pocketbook, as well as his own satisfaction, the meat packer should know into which of these two classes his plant falls. And he should get his information from surveys made by capable and disinterested parties.

Packers Who Save

Only when he has such a survey can he be sure he is following the proper power policy.

In its surveys of packinghouse power departments THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE



ONE REASON FOR LOW POWER COSTS.

Indicating and recording instruments enable chief engineer A. L. Hawkins of the Major Bros. Packing Co. to keep in touch with results in engine and boiler rooms every minute of the working day.

found many smaller meat packing plants saving considerable sums by generating their power needs. (See THE NATIONAL PROVISIONER of May 5, 1934; July 14, 1934; Oct. 6, 1934.)

The Major Bros. Packing Co., Mishawaka, Ind., is in this class.

These results were made possible through modern equipment in the boiler and engine rooms, careful and intelligent operation and supervision, and adequate instruments and records to enable the chief engineer to keep his finger on equipment and operation, and to know

shift. This engineer also does the firing. One man is also required for a few hours each day for odd jobs.

This company produces all steam required for processing and manufacturing, and generates power needed for normal daytime operation of equipment. Power required for nights and holiday operation is purchased from the local power company.

Will Add Another Unit

Figures compiled over a long period seem to indicate that even purchasing power for night and holiday operation is uneconomical in this case, and Major Bros. Company is now considering a small turbo-generator set, to be operated for condensing, for supplying power when the larger generating unit is not needed, and on such other occasions as conditions warrant.

Savings of a considerable sum per month are indicated by use of such an additional unit.

Packers who generate steam for processing and manufacturing, and who purchase power for equipment operation, will be interested in comparing their costs with the figures in the following table, which are totals and averages from the Major Bros. plant for the period from October 15, 1933, to October 15, 1934.

STEAM AND POWER COSTS.

Oct. 15, 1933, to Oct. 15, 1934.

Steam cost, total year (no fixed charges)	\$11,043.46
Banking cost, year	238.29
Av. coal burned per 24 hrs.	7 1/5 tons
Steam generated, total year	43,390,404 lbs.
Steam cost per 1,000 lbs. (no fixed charges)	25.68c
Power generated, year	526,025 k.w.h.
Power cost per k.w.h. generated .....	.88c
Power purchased, year	95,750 k.w.h.
Power cost per k.w. purchased, average	2.18c
Costs per head livestock killed:	
Av. steam cost (no fixed charges)	8.71c
Av. power cost per k.w.h.	8.70c

The packinghouse engineer and the technically-minded packer will want to know the kind of power plant in which these unusual results are being secured.

How They Came to Do It

Major Bros. Packing Co. has been a producer of quality meat products for 40 years. In 1927 demand, for the third time in the company's history, had outgrown the plant's capacity to produce, and since further enlargement of the old plant was considered uneconomical, it was decided to construct a new plant.

In designing this plant, when power came up for consideration, the question of whether to purchase electrical energy for equipment operation or manufacture it had to be decided.

As in all meat packing plants, there would be a concurrent demand for process steam and power. Although it was evident the power demand overbalanced the process steam demand, and that the greatest economy could not be obtained for this reason, it was clear that a large percentage of the power needed could be generated as a by-

(Continued on page 22.)



ENGINE ROOM IN PLANT OF MAJOR BROS. PACKING CO.

Main generating unit (in the foreground) consists of a 375 k.v.a. generator, direct-connected to a 480 h.p. high speed engine. Refrigerating machines are discernible in the background of the picture.

While executives of the company believe that perhaps the greatest possible annual saving is not being made—for reasons explained a little further along in this article—this firm is securing a large percentage of its power needs at a rate considerably lower than it would have to pay for purchased power.

The saving is sufficient to return a large interest on the investment in power generating equipment.

Steam and Power Costs Compared

Average cost of power purchased by 34 meat packing plants surveyed by THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE is 1.45c per k.w. hr.

Average cost, including fixed charges, to generate a k.w. hr. in the plant of Major Bros., for the period October 15, 1933, to October 15, 1934, was .88c, or .57c under what is close to an average for the industry as a whole.

In the 34 meat packing plants referred to the average cost to generate 1,000 lbs. of steam in 1932 was 33.32c.

How These Results Happen

The boiler room in the plant of Major Bros. for the 12-month period October 15, 1933, to October 15, 1934, produced steam at an average cost of 25.68c per 1,000 lbs., not including fixed charges. This is a very low figure, when consideration is given to the comparatively small volume of steam produced—43,390,404 lbs. in a year.

at all times just what is being accomplished and at what cost.

Another reason for these results is the low labor charge against the boiler and engine rooms. As the plant is practically automatic in operation, only one operating engineer is required for each



WEIGHS ALL COAL BURNED.

All coal is handled mechanically into a 100-ton storage bin above and in front of the boilers. From there it flows by gravity into the stoker hoppers, being weighed in the meanwhile. The traveling weighing apparatus is shown in the background at the right.

Results of Direct Marketing Study

Government Says It has Not Affected Competition for Hogs,
Marketing Costs or Margin Between Hogs and Product

DIRECT marketing of hogs is not detrimental to hog producers, declares U. S. Department of Agriculture as the result of a study made by the Bureau of Agricultural Economics in cooperation with the Agricultural Adjustment Administration.

Some of the major conclusions of this study:

1. Direct marketing of hogs has not lowered returns to producers.
2. It has not reduced competition for hogs.
3. There are no fixed price differentials between public markets and interior points.
4. Direct marketing has not increased marketing costs or widened the margin between prices of hogs and prices of hog products.
5. It has not impaired the price registering function of the public markets or caused prices at interior markets to be less.
6. Direct marketing has affected adversely the interests of stockyard operators and market agencies at public markets.

Recommendations for improving direct marketing:

To Improve Direct Marketing

1. Method of pricing hogs at some points by means of a "board" price, which is posted together with a variable "add" which is not posted, should be replaced by a method that makes generally known to all sellers the range of prices offered and being paid for different grades of hogs.
2. "Filling" should be discontinued at all markets and concentration points. Only feed and water necessary for humanitarian reasons should be given.
3. Docking piggy sows and stags should be discontinued. These grades should be sold on their merits.
4. Some type of supervision of scale facilities and weighing at interior marketing points should be devised.
5. Adoption of uniform grade standards at all markets.
6. Extension of market news service in direct marketing areas.

Text of the summary, conclusion and recommendations follows.

Slaughter under federal inspection, it should be noted, represents a large part of all slaughter. It represented nearly 64 per cent of all hogs slaughtered in 1933, 61 per cent of cattle and calves, and 80 per cent of sheep and lambs.

Raises Questions for Packers

One result of the growth of direct marketing is that an increased volume of hogs moving from producer to slaughter is diverted from public markets instead of going through them, thus causing a decline in the volume of business at these markets. It is apparent, especially with respect to some public markets, that this tends to reduce the profits and impair the investment in plant, equipment and trained personnel of public stockyards, some of which have served and have been an important part of the livestock industry for more than half a century.

The growth of direct marketing has raised a number of questions of wide importance to packers, owners of public stockyards, commission men and others interested in livestock marketing, and especially to hog producers. Among these are the following:

Is Buying Competition Effective?

Are hogs of higher quality bought direct and those of lower quality shipped to public markets? If so, does the lower average price of the latter establish the price at which the better hogs are bought direct? Has the level of hog prices been reduced by the increase in direct marketing?

Is competition effective among buyers?

The term "effective competition" is

Summary, Conclusions and Recommendations

By the U. S. Bureau of Agricultural Economics.

DIRECT marketing of hogs, or of any other class of livestock, for slaughter is sale to slaughterers at places other than recognized public stockyard markets where generally the services of livestock commission agents are utilized by the sellers, and where the privilege of trading in livestock is equally available to all who wish to buy or sell.

"Direct" sales may be made to the slaughterer or his agent, in the areas where the livestock is produced, at some point not recognized as a public market, or the sale may be made on delivery to the slaughtering place. The term "direct marketing" also applies to the movement of stockers, feeders, and breeding stock, with transfer of ownership through sale other than at public stockyards.

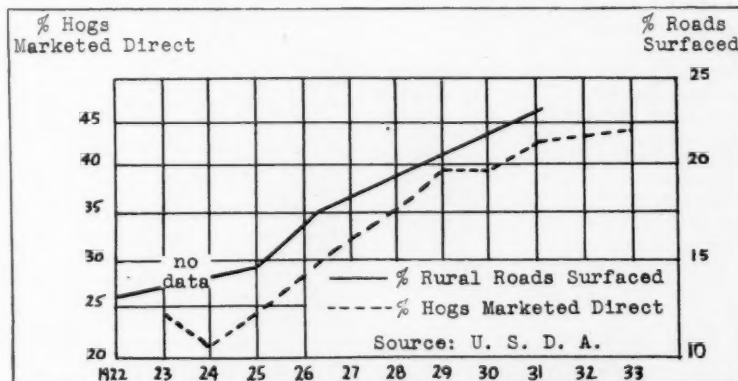
This study, however, deals primarily with direct marketing of slaughter hogs.

Extent and Problem of Direct Marketing

This method of marketing is as old as hog marketing itself for commercial slaughter, and is much older than public stockyards. In recent years it has grown rapidly, direct purchases of hogs having increased from 12,802,000 hogs,

or 24 per cent of the total of federally inspected slaughter in 1923, to 20,708,000, or 44 per cent of the total in 1933.

Meanwhile, the number of cattle sold direct increased from 10 per cent to 17 per cent of the total slaughtered calves from 14 to 26 per cent, and sheep and lambs from 15 to 21 per cent.



GOOD ROADS INFLUENCE HOG MARKETING METHODS.

Rapid rise in direct marketing of hogs has paralleled in large measure increase in surfaced rural roads. While trends shown do not cover the past year, slight increases in percentage of hogs marketed direct were recorded in that period, but no such rapid rise as occurred in the years 1924-1929, inclusive.

here assumed to mean that individual buyers, in order to get the requisite volume of hogs for slaughter, are obliged to pay the producer a price substantially as high as justified by the level of prices at which hog products can be sold, and that this price to the producer would be at least as favorable as the price he would get, after deducting transportation costs, yardage, fees, commissions, and other charges, as a result of the competition that would prevail among slaughterers, if public-market packers bought substantially all their hogs at public markets.

Growth of Direct Marketing

It is also an important question as to whether direct marketing weakens competition at public markets and depresses the level of hog prices at these markets, and thereby results in lower prices to producers both of the hogs that are sold direct and of those sold at public markets.



QUALITY HOGS AT A COUNTRY CONCENTRATION POINT.

Hogs of all descriptions are marketed direct to packing plants or sold through country concentration points. Where these pass through hands of well-managed cooperatives hogs are graded, but many farmers who operate independently prefer to market hogs without an effort at grading. The Bureau of Agricultural Economics recommends in its report that uniform grades be used at all sales points, as well as at public markets.

Significance of recent developments and present trends in direct marketing can perhaps be studied to best advantage against the background of historical change, especially those changes that are related to and are parts of the economic development of the country, and particularly of its livestock industry.

These changes in marketing also must be considered in relation to such factors as transportation facilities and rates, accessibility of slaughtering and meat-distributing centers to producing areas, shifts in areas of principal production and their distance from the main centers of consumption, and relative advantages of rival processors and of competing distributors seeking to operate their respective businesses as profitably as possible.

Early Slaughtering Plants

Before the development of railroads livestock was usually driven to market or place of slaughter. If the producer found the distance too great, his animals for sale too few in number, or the risk of "driving" them too big, he ordinarily

could sell them to a "drover." The drover's functions and services were gradually modified with changing conditions, until today his nearest counterpart is found in the local buyer.

This and other methods of livestock marketing in common use before the civil war constituted "direct marketing" within the now common meaning of the term.

As the distance over which livestock could be moved on foot advantageously was necessarily limited, slaughtering plants were established in most of the trading centers in or near the principal areas of livestock production. In a sense, the counterpart of these plants today is found in the "local packers." Certain centers—Cincinnati for example—that were especially well located with respect to river transportation and centers of livestock production, soon ceased to be strictly local and became important packing centers.

Rise of Large Livestock Centers

As railroad transportation came into extensive use about 1850 for the movement of livestock, a fundamental change took place in organization and channels of livestock marketing. Important centers developed for transportation, trade and industry of many kinds, and among these the business of slaughter and trade in livestock. These centers also became important in banking and credit, wholesale distribution, recording of prices and market movements and dissemination of trade information—all of which were necessary functions in the expanding livestock industry.

Handling of rapidly-growing numbers of live animals for packing plants at these centers required business organization, physical facilities, and trained personnel, on a scale beyond that of any center in earlier years. Enterprising business men set about to meet these requirements.

Hence the establishment of the Chicago public stockyards, which began operation in 1865, those of Kansas City in 1871, Sioux City in 1884, and most

of the other principal public markets before 1900. Since that year many others have been organized, until there are now 100 listed public stockyards, but more than half of these centers are relatively small in point of livestock numbers handled.

Along with the rise of public-market packers and public stockyards, another market agency came into prominence—the commission agency—the primary function of which is to serve as agent for the livestock shipper in effecting the sale of his stock, or to act as purchasing agent for those who wish to buy at the public markets.

Importance of the Small Packers

Even with their great size and dominant influence, the large livestock and meat packing centers by no means had the whole field to themselves. For example, in the decade 1860-69, before records show packing operations in Sioux City, an annual average of 213,000 hogs were slaughtered (commercially) in Iowa; and in the first decade 1890-99 after the decade in which the Sioux City public market began operation (1884), of the 1,548,000 hogs slaughtered in Iowa 79 per cent were slaughtered outside of Sioux City.

The further fact that 65 per cent of Iowa's slaughter in 1920-29, and nearly 75 per cent in 1930-33, were slaughtered outside of Sioux City is at least indicative of the fact that the "smaller" centers and the "local" packers have throughout played a large part in the hog slaughtering industry in that state.

A similar situation, but perhaps of lesser extent, has prevailed in other parts of the Corn Belt, indicating that in both the handling and the processing of hogs the large stockyards and the packing plants at public market centers have had, throughout their history, a substantial amount of competition from the smaller marketing agencies and packing plants located near or within the principal areas of hog production.

Recent Problem-Status of Direct Marketing

The "local" or interior packers not only handled in the aggregate a considerable part of the commercial slaughter of hogs over many years, but for the most part they have obtained their supply of hogs by direct purchase since the very beginning of commercial slaughter. Yet direct marketing of hogs did not become a matter of market controversy and public concern until after the large packers, whose principal plants are located at or near the public stockyards, began about a decade ago to get a substantial part of their supply of hogs for those plants by direct purchase in the hog-producing areas, principally in the western part of the Corn Belt.

Reasons for Increased Direct-Marketing

The principal reasons for the rapid increase in direct marketing of hogs in

(Continued on page 47.)

Meat Processors Join Other Canners in Annual Meet

THOUSANDS of meat, fruit and vegetable canners gathered in Chicago during the week just ended, in attendance on the twenty-eighth annual convention of the National Canners' Association.

A general feeling of optimism pervaded the meetings, and canning equipment companies reported that orders on the first day of the convention overshadowed business for the full convention period last year. In 1934 the canning industry made its first profits in a number of years.

Labeling was the most important subject before the general convention. The "A," "B" and "C" labels advocated by the Consumers Advisory Board met with much objection from the canners who have placed a high quality product under their private brands. With such arbitrary labeling as that suggested by the three letters, it was believed that the general quality of canned goods would be lowered as packers would be required to pack "down" to the grade specifications.

Discussion on Labeling

Descriptive labeling, advocated by the canners, would inform the housewife as to flavor, tenderness, workmanship, etc., and during the convention canners set about to standardize this descriptive material as far as possible, as the National Recovery Administration announced endorsement of this system in the early days of the convention.

The opening session of the convention was held on Monday afternoon, January 14, at which the labeling question and the legislative question were the subjects of discussion. Following this, sectional meetings were held during the balance of the convention, with the exception of a general meeting on Tuesday evening under the auspices of the code authority for the canning industry.

Meat Canning Section

Of immediate interest to the meat industry was the Meat Section, presided over by W. J. Foell, president of the Foell Packing Co., Chicago, with Dr. W. Lee Lewis as acting secretary. This meeting, held on Thursday morning, was addressed briefly by Mr. Foell, followed by the following talks:

"Some Aspects of the Problem of Handling Claims for Alleged Illness from Canned Meats," by Dr. Wm. E. Cary, National Canners Association, Chicago; "Meat Canning in 1934," by Paul I. Aldrich, editor THE NATIONAL PROVISIONER; "Effect of Heat on the Biological Value of Meat Protein," by H. E. Robinson, Swift & Company, Chicago; and "Nutritive Qualities of Canned Meats," by Dr. C. Robert Moulton, well-known nutrition expert formerly

associated with the Institute of American Meat Packers.

Following the talks officers for the section were elected for the ensuing year as follows: Chairman, Dr. J. J. Vollertsen, Armour and Company, Chicago; secretary, Dr. W. Lee Lewis, Institute of American Meat Packers, Chicago.

The general convention closed on Friday afternoon with a public hearing with the Food and Drug Administration, at which proposed McNary-Mapes standards for fruits and vegetables were discussed.

WHOLESALE GROCERS MEET

The annual convention of the National Wholesale Grocers' Association met this week at the Congress Hotel, Chicago. A. D. Whiteside, a member of the NRA board, was one of the principal speakers and stressed the importance of renewing the NRA for one year. In resolutions the association endorsed descriptive labeling for canned goods as against numerical grade la-

beling; urged members to fight state and local taxes; opposed amending the AAA act in order to give the Secretary of Agriculture power of licensing; favored revising the food and drugs act, but deplored attempts to revise the statute "in such a manner as to abandon all that has been accomplished in the way of administration, interpretation and enforcement during the past 27 years." For the third successive year Milton W. Griggs of St. Paul was re-elected president of the association.

FOOD BROKERS MEET

National Food Brokers' Association held their annual convention the first two days of the past week at the Stevens Hotel in Chicago. The principal matters under discussion were the non-payment of brokerage, methods of representation, price cutting and labeling. The principal speaker was A. W. Riley, NRA food code administrator. Officers elected were: president, Howard L. Scott, Kohn Bros. Brokerage Co., Omaha; first vice president, C. M. Huber, The A. K. Ackerman Co., Cleveland; second vice president, Thomas H. McKnight, McKnight & Patten, Memphis; third vice president, Fred H. Baxter, Kelly-Clarke Co., Seattle; treasurer, J. L. McDermed, C. L. Dietz & Co., Indianapolis; secretary, Paul Fishback, Indianapolis.

Canning Machinery, Supplies Exhibit

ONE of the attractions of canners' week at Chicago was the exhibition conducted by the Canning Machinery and Supplies Association. Both the grand ballroom of the Stevens hotel and the machinery exhibition hall were filled with exhibits. Among those of interest to the meat industry were the following:

Aluminum Cooking Utensil Co. New Kensington, Penn.—The exhibit was in charge of T. H. Gibson, sales manager, and they had quite a comprehensive display of canning equipment manufactured from aluminum. This included a new portable steam-jacketed kettle and a new type of trunion kettle. In addition there were cookers, sorting pans, meat loaf and chili pans, ladles and pails.

American Can Company.—The American Can Company had its usual magnificent and very colorful display. It took up the entire East end of the ballroom and reached almost to the ceiling. The display comprised a series of long tiers on which were hundreds of cans of all sizes, shapes and types, with the labels and lithography of some of their customers. This can display was surmounted by a setting representing an Arabian temple and depicted the story of Aladdin and his lamp. The theme represented the wish of Aladdin for the ability to can and preserve food products. The booth was in charge of F.

Eberhart and practically all of the divisional sales managers were in attendance to meet their many friends.

Armstrong Cork & Insulation Company.—This company was introducing its new Vacu-Vent cap. Their exhibit comprised a panel display with shelves on which were various types of glass containers with the new cap attached. Harry Ingram developed the new cap. A. R. McCombs is manager of the food closure division, and the promotion for this new product is handled by E. V. Carlquist.

Bristol Co., Waterbury, Conn.—The Bristol Company exhibit was in charge of H. E. Beane, manager of the Pittsburgh division. The exhibit comprised a white panel board in the background, to which was attached a group of the various types of instruments they manufacture. There were recording, controlling and indicating instruments for pressures, temperatures, time and humidity. Also there was an exhibit of gauges.

Continental Can Company.—This company had very large, attractive reception room quarters which were roped off in the Southwest corner of the ballroom, nicely furnished with comfortable chairs and lounges, and the entire personnel of district sales managers acted as hosts to their many friends who were guests and attendants at the conven-

tion. L. A. Beach, Chicago sales manager, was in charge of the headquarters.

Diamond Crystal Salt Co.—The exhibit displayed a three-paneled section in the background. The center panel showed some of the various salt products of the company, and was flanked on either side by shelf panels on which were pictures of their well-known Shaker salt, both plain and iodized. In the front center on a small table were three jars containing different types of salt. C. C. Van Dyne was in charge, and explained to the many who stopped at the booth the qualities of their products.

Heekin Can Company, Cincinnati, O.—The Heekin Can Company had a comfortable reception room in charge of C. L. Heekin, D. M. Heekin and other members of their sales staff.

Republic Steel Corporation, Massillon, O.—The Republic Steel exhibit was most attractive, and flanked a very striking background panel made of Enduro stainless steel products, both in the line of equipment applicable to the packing industry and piping, fittings, valves, etc. The panel itself showed various types of Enduro stainless steel and a center-board with a revolving wheel showed some of the products made from Enduro. C. C. Snyder, Massillon, O., was in charge of the exhibit and was aided by members of the Chicago sales staff.

Sprague-Sells Corp., Hoopston, Ill.—The Sprague-Sells exhibit took up an entire corner of the machinery exhibit hall, with fifteen pieces of canning machinery on display. These were primarily for vegetable canning. It was a very attractive setting through well set-up lighting effects. The exhibit was in charge of Neal S. Sells and Ogden Sells.

Wm. J. Stange Company, Chicago.—As one approached the entrance to the ballroom exhibits, they could not help noticing the attractive booth of the Wm. J. Stange Company, depicting a background of the fable involved in producing the new product of Peppercorn, which they are introducing to the food industry. Many packaged samples of meat products in which Stange products were used were on display on a counter at the front of the background panel. The back panel, which extended the length of the booth, was very striking with its yellow background and black lettering. Entrance to the booth was flanked by two cases. In the case on the right was a display showing stages in the development of the new Peppercorn from the natural black pepper. In the case on the right were other Stange products of mace, ginger, nutmeg and pepper. There were several jars of meat branding ink on the side counters, which extended from the cases to the back panel. Products of Hormel, Kingan and other packers made up the display of packaged meat products. The exhibit was in charge of W. B. Durling, sales manager.

Tagliabue Mfg. Co., New York.—The display was made up of several small panel boards to which some of their

PACKER MEETINGS ON COAST

A series of important regional meetings to be held for Western members of the Institute of American Meat Packers will be inaugurated at Los Angeles, Calif., on February 1, according to an announcement by the Institute. The five meetings, similar to those being held in the East during the week beginning January 21, are called for the purpose of informing members of the recommendations made by several important Institute committees which have been studying the prospects which face the meat packing industry in 1935.

The meetings are scheduled as follows:

Los Angeles, Friday, Feb. 1, noon, Central Manufacturing District, administration building, Vernon, luncheon meeting.

San Francisco, Tuesday, Feb. 5, noon, Palace hotel, luncheon meeting.

Portland, Ore., Wednesday, Feb. 6, 8 p. m., Benson hotel.

Seattle, Wash., Friday, Feb. 8, noon, Arctic Club, luncheon meeting.

Spokane, Wash., Saturday, Feb. 9, 8 p. m., Davenport hotel.

Scheduled on the program are two members of the Institute organization. H. R. Davison, vice president of the Institute, will speak on the "Status of the Industry and Recommendations of the Institute Committees," and Howard C. Greer, director of the Department of Marketing, will discuss "The Outlook for Live Stock and Meat Supplies."

temperature instruments were attached. The main instruments featured were the Faultless temperature controller, Simplex pressure controller, recording pressure gauges, recording and controlling temperature instruments, and a recording thermometer. They also featured their new steam-operated pressure controller, as well as a self-operating pressure controller. The booth was in charge of A. F. Rucks, sales manager, assisted by W. W. White, Chicago manager, and R. C. Staub, Cincinnati manager.

Taylor Instrument Companies, Rochester, N. Y.—This was a very attractive booth made up of panel background with green side panels and a revolving display panel in the center. They displayed quite a few of their instruments, including the Ful-Scope temperature controller, time schedule recorder, and indicators, pressure gauges and thermometers. Of particular interest to the canning industry was the pressure and temperature instrument for complete automatic retort control. F. K. Taylor, vice president, was in charge of the exhibit and was assisted by several members of the sales staff.

Worcester Salt Company, New York.—This was a cozy reception room with a display of glass dishes holding sam-

ples of two of their products. The booth was in charge of A. F. W. St. John, vice president, Columbus, O., assisted by members of the sales staff from Detroit, Chicago, Buffalo, Philadelphia and New York.

Other exhibitors at the convention included Aluminum Seal Co., New Kensington, Penn.; Anchor Cap & Closure Corp., Long Island City, N. Y.; Angelus Sanitary Can Machine Co., Los Angeles, Calif.; Crown Cork & Seal Co., Baltimore, Md.; Drehmann Paving & Construction Co., Philadelphia; Elwell Parker Electric Co., Cleveland, O.; J. L. Ferguson Co., Joliet, Ill.; J. B. Ford Company, Wyandotte, Mich.; Foxboro Company, Foxboro, Mass.; Ideal Stitches & Mfg. Co., Racine, Wis.; International Nickel Co., New York; R. J. Kittredge Co., Chicago; Lee Metal Products Co., Phillipsburg, Penn.; Metal Package Corp., Baltimore, Md.; National Adhesives Corp., New York; Ohio Salt Co., Wadsworth, O.; Owens Illinois Glass Co., Toledo, O.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, Jan. 16, 1935, or nearest previous date, with number of shares dealt in during week and closing prices, Jan. 9, 1935:

	Sales.	High.	Low.	—Close—	
	Week ended	Jan. 16.	Jan. 16.	Jan. 16.	Jan. 9.
Amal. Leather.	600	3 1/4	3 1/4	3 1/4	3 1/4
Do. Pfd.	200	28 1/2	28 1/2	28 1/2	27 1/2
Amer. H. & L.	300	5	5	5	5 1/4
Do. Pfd.	800	22 1/4	22 1/4	22 1/4	24 1/4
Amer. Stores.	1,200	42	41 1/4	42	43
Armour Ill.	38,700	5 1/4	5 1/4	5 1/4	5 1/4
Do. Pr. Pfd.	6,400	66 1/2	66 1/2	66 1/2	67 1/2
Do. Del. Pfd.	500	100 1/2	100 1/2	100 1/2	101 1/2
Beechmont Pack.	400	75 1/4	75	75	77 1/2
Bohack, H. C.	100	11	11	11	12 1/2
Do. Pfd.	.....	.....	.....	.....	.....
Chick. Co. Oil.	1,100	27	26 1/4	27	28
Childs Co.	900	6 1/4	5 1/4	5 1/4	6 1/4
Cudahy Pack.	200	44 1/4	44 1/4	44 1/4	46
First Nat. Strs.	6,900	51 1/4	50 1/4	50 1/4	54 1/4
Gen. Foods	8,900	33 1/4	33 1/4	33 1/4	35 1/4
Gobel Co.	3,900	3 1/4	3 1/4	3 1/4	4 1/4
Gr.A.&P.1stPfd.	270	124	123 1/4	124	126
Do. New	330	129	126	126	134
Hormel, G. A.	50	18 1/4	18 1/4	18 1/4	18 1/4
Hygrade Food.	200	27 1/4	27 1/4	27 1/4	28 1/4
Kroger G. & B.	8,000	27	26 1/4	26 1/4	28 1/4
Libby McNeill.	6,250	6 1/4	6 1/4	6 1/4	7 1/4
McMarr Stores.	.....	.....	.....	.....	.....
Mayer, Oscar	.....	.....	.....	.....	.....
Mickelberry Co.	800	1 1/4	1 1/4	1 1/4	1 1/4
M. & H. Pfd.	.....	.....	.....	.....	.....
Morrell & Co.	400	62 1/4	62 1/4	62 1/4	65
Nat. Fd. Pd. A.	.....	.....	.....	.....	.....
Do. B.	.....	.....	.....	.....	.....
Nat. Leather	1,550	1 1/4	1 1/4	1 1/4	1 1/4
Nat. Tea	1,500	10 1/4	10	10	11
Proc. & Gamb.	10,300	43 1/4	42 1/4	43 1/4	44 1/4
Do. Pr. Pfd.	40	115 1/2	115 1/2	115 1/2	119 1/2
Rath Pack.	.....	.....	.....	.....	.....
Safeway Strs.	2,300	43	42 1/4	42 1/4	45
Do. 6% Pfd.	300	108 1/4	108 1/4	108 1/4	109 1/4
Do. 7% Pfd.	170	111 1/2	111	111	111
Stahl Meyer	.....	.....	.....	.....	.....
Swift & Co.	20,700	17 1/4	17 1/4	17 1/4	19 1/4
Do. Intl.	10,350	32 1/4	32	32 1/4	35 1/4
Trunz Pork	.....	.....	.....	.....	.....
U. S. Cold Stor.	.....	.....	.....	.....	.....
U. S. Leather.	1,000	6 1/4	6 1/4	6 1/4	6 1/4
Do. A.	1,200	10 1/4	10	10	11 1/4
Wesson Oil	8,100	32	31 1/4	31 1/4	34 1/4
Do. Pfd.	1,100	75	75	75	75
Wilson & Co.	4,100	5 1/4	5 1/4	5 1/4	5 1/4
Do.	12,200	27 1/4	26 1/4	26 1/4	28 1/4
Do. Pfd.	1,700	96	93 1/2	93 1/2	97 1/2

FINANCIAL NOTES

H. C. Bohack Co. reports comparative sales for the month of December, 1934, of \$2,365,691.97 and \$2,580,910.67 for December, 1933. Sales for eleven months in 1934 increased over the same period in 1933 by \$18,144.51, or .07 per cent.

Business and Government

News of governmental activities under the New Deal as they affect business and industry—especially the meat packing and allied industries.

Agricultural Legislation

FARM leaders have presented a program for agricultural legislation and administration to President Roosevelt, designed to tighten up the Agricultural Adjustment Act, to raise farm prices, to limit industrial product prices, to strengthen the packers' and stockyards act, to approve, as a precedent to joining in any marketing agreement, the right of the Secretary of Agriculture to inspect the books and records of parties to such agreement, and to release more governmental credit to farmers.

The program was submitted by representatives of the National Agricultural Conference who were accompanied to the White House by Secretary of Agriculture Wallace, Agricultural Adjustment Administrator Chester C. Davis and W. I. Myers, chief of the Farm Credit Administration. The statement was signed by the following representatives of agricultural organizations; Edward A. O'Neal, president of the American Farm Bureau Federation; Clifford Gregory, representing American Agricultural Editors Association; M. W. Thatcher, Washington representative of the Farmers National Grain Corporation; John D. Miller, president of the National Cooperative Council and L. J. Taber, master National Grange.

"We urge intensification of present efforts to increase farm income," the farm leaders said in their statement. "We urge that all possible efforts be made to develop foreign trade, develop industrial uses of farm products, raise quality of standards, reduce distribution costs, all to the end that farm income may be increased without further curtailment of production.

"We favor the continuance of farm production control for the time being, and urge simplification of present plans and especially the correction of inequities in allotments.

"Further increase in farm prices until they reach parity, and reduction in industrial prices which higher production will make possible, are the most important measures of recovery and re-employment, and should be pushed forward with the whole power of the Administration."

AAA Changes Asked

To aid in carrying out the above declaration of policy, it is recommended that the following changes be made in the Agricultural Adjustment Act and its administration:

(1) Authority to make benefit payments in kind.

(2) Remove the present requirements to make benefit payments when processing taxes are imposed.

(3) Strengthen the marketing agreement and licensing sections of the act by clarifying the provisions with respect to interstate commerce, and by authorizing the Secretary to prescribe licenses for the enforcement of marketing agreements adopted only by producers.

(4) Modify the definition of "parity" to take account of taxes, interest and labor costs.

(5) Authorize the use of cooperatives in the handling and disposal of surpluses to the extent of which they are capable.

(6) The act to be amended so as to authorize the Secretary of Agriculture to give to Capper-Volstead marketing cooperatives the recognition and encouragement which is provided for in existing congressional legislation.

Monetary recommendations were made favoring the revaluation of the dollar to the extent authorized in the present law, and the giving of consideration to the establishment of the commodity dollar.

More Reulaton Sought

A statement of policy is made with regard to rural credit, national land utilization, and cooperative marketing. The conference further recommended:

(1) Legislation to give the Secretary of Agriculture greater regulatory powers under the packers and stockyards act for the purpose of carrying out its original objectives.

(2) Legislation to give the Secretary of Agriculture wider and more effective regulatory powers for the purpose of controlling speculation on commodity exchanges.

(3) Greater uniformity in state statutes and regulation of motor vehicles as to size, weight and speed, in conformity to the recommendations of the Bureau of Public Roads.

(4) Our opposition to such coordination of transportation facilities under one agency as will unnecessarily increase costs to shippers by equalizing all rates and services.

(5) Increases in the rates of and clarification of statutes with respect to federal excise taxes on imported fats and oils, and imposition of federal excise taxes on starches, blackstrap molasses for distillation purposes.

(6) Continuation of bovine disease control through the aid of a federal appropriation of \$50,000,000 by the present Congress.

(7) An adequate appropriation by congress for a proper Administration of the federal warehousing act.

(8) That approval is given to the policy heretofore adopted by the Secretary of Agriculture in requiring as a condition precedent to his joining in any marketing agreement under the agricultural adjustment act that such agreement contain provisions which he deems adequate to give him the right to inspect the books and records of parties to such agreement.

President's Social Program

PRESIDENT ROOSEVELT sent his social program to congress this week, embodying unemployment insurance, old age benefits and federal aid to states for child and maternal welfare and the expansion of public health services. Bills were introduced in both houses of Congress covering the President's recommendations, which in brief are as follows:

1. A system of unemployment insurance, state administered and federally supervised, financed by a payroll tax with federal subsidies to the states.

2. Old age benefits, comprising compulsory and voluntary annuities, financed partly by a pay roll tax.

In addition to these major programs are federal grants to states for aid to dependent children, for maternal and child health, for care of crippled children, for child welfare service, and for expansion of state and public health services.

Bills introduced covering this program provide that between January 1, 1936, and January 1, 1938, the unemployment insurance payroll tax shall be 1 per cent until the industrial production index reaches 84 per cent of the 1923-25 level, and 2 per cent until it reaches 95 per cent.

To encourage enactment of state unemployment insurance laws, every employer receives as a credit against the above tax up to 90 per cent whatever he contributes to an unemployment insurance fund under state law. An employer may credit against his federal tax both his state contribution and his state allowance.

For old age insurance, the governmental bills in Congress provide a tax upon all payrolls amounting to 1 per cent as of January 1, 1937, 2 per cent as of January 1, 1942, 3 per cent as of January 1, 1947, 4 per cent as of January 1, 1952, and 5 per cent as of January 1, 1957, and each year thereafter. The tax is paid by employers but each employer deducts one-half of the tax from the wage of his employees.

Practical Points for the Trade

Cooking Meat Loaves

Trouble with meat loaves cracking is complained of by one packer who says:

Editor THE NATIONAL PROVISIONER:

We have trouble with our baked loaves cracking and baking unevenly.

We use 130 lbs. cured beef trimmings and 110 lbs. pork trimmings, half fat and half lean. The meat is chopped and to it is added 30 lbs. cereal, 5 lbs. powdered milk and 75 lbs. ice. The mixture is filled into 5-lb. pans by hand and baked in a rotary oven with the heat gradually brought up to 225 degs.

The loaves are baked 4 hours and have a nice flavor and color, but crack and bulge to an uneven shape.

The formula given, with weights of meat and cereal is about right. Particular attention is called to the fact that in chopping meat for loaves the meat should be as cold as it can be made before it is placed in the chopper. The mass should be stiff when removed from the chopper, with a temperature of not higher than 58 degs. F. and not lower than 50 degs. F.

The mass should be stuffed into molds as soon as convenient, and left to stand in the work room for at least two hours before being placed in the oven. Better still, put the molds in the refrigerator over night, and next morning remove them to the work room and allow them to stand about 2½ hours before placing them in the oven. This will act as a second cure after the meat is chopped and mixed with the cereal.

Cracking of the loaves comes from high temperature in the oven. The loaves should be cooked or baked at a temperature of not more than 175 degs. for the first two hours until they are heated through. Where loaves are given too much heat at the start they form a skin or crust around the whole mass and when the center begins to cook it naturally must expand and that causes the loaves to crack.

After this two-hour period at 175 degs. the temperature should be gradually raised to about 235 degs. up to and including the third hour. Then gradually raise the temperature for the last hour—the fourth hour—until 320 degs. is reached. This should be maintained for the last 20 minutes of the baking time.

This inquirer's formula calls for baking four hours. This is probably too long, unless the loaves weigh 7 lbs. Most loaves are 5-lb. rather than 7-lb. loaves.

The best way to determine when a loaf is done is to insert a thermometer into the center. If it registers 152 to 155 degs. it is done, and the loaves should be removed from the oven immediately.

If the meat is not burned in the chopper there will be but little juice in the pan. Any time the loaf leaks juice



in the pan the chances are that the meat has been burned in the chopper. There is no reason for this condition. If properly chopped the loaves should bake thoroughly dry. When the juices leak out this not only causes the mass to shrink, but leaves the loaf less tasty. Furthermore, it causes the loaf to mold quicker than it would if it baked dry.

Meat loaves of all kinds may be improved both in keeping quality and appearance by dipping them into hot fat for one minute, the same as French fried potatoes. The fat must be smoking hot in order to brown the loaf in one minute. The loaves will keep fresh about four times as long as they would otherwise, have greater eye appeal, and the shrinkage is so little it cannot be considered.

Chilling Hog Carcasses

At what temperature should a hog cooler be held for best results? A packer and sausage manufacturer writes regarding coolers as follows:

Editor The National Provisioner:

What should the temperature of our hog cooler be, and how quickly should we be able to chill the hot hogs so they are ready to cut?

At what temperature is the sausage cooler held?

Bacon for Slicing

Many packers who make sliced bacon are not having satisfactory results. They handle the bacon for slicing as if it were to be sold as slab bacon. *This cannot be done.*

If the bacon is not carefully handled, cured and smoked the product is likely to mould when it is sliced and packaged, especially if it is held in the retail market for some days.

Sometimes the packer thinks this is the fault of the wrapping or container. This is not the case. *The trouble is in the method of handling.*

Instructions for preparing bacon for slicing have been prepared by THE NATIONAL PROVISIONER. Subscribers can secure copy by sending 10c in stamps with request on the attached coupon.

The National Provisioner,
407 So. Dearborn St., Chicago, Ill.
Please send me instructions on
"Bacon for Slicing."

Name.....

Street.....

City.....

Enclosed find 10c in stamps.

Best results are obtained in chilling when the temperature of hog carcasses is brought down as rapidly as possible. Deterioration of meat sets in as soon as an animal is killed, and the more quickly this deterioration can be arrested the better product and less spoilage will result.

It is not uncommon in hog chill rooms to have the temperature well below freezing when the hot carcasses are run into it. This temperature is watched carefully and adjusted to prevent freezing of carcasses. Carcasses may be brought to around 38 degs. at ham bone (the temperature suitable for cutting) in from 15 to 24 hours, after which a room temperature that will maintain 38 degs. at the bone is held.

Sausage coolers usually are held at 38 to 40 degs.

A new principle of refrigeration in hog chill rooms that maintains a low temperature and a high humidity is coming into use. Two applications of this new principle, one in Chicago and the other in Cincinnati, will be described in early issues of THE NATIONAL PROVISIONER.

Dip for Sausage in Bags

A sausage manufacturer asks for information on the preparation of a gelatine dip for product stuffed in muslin bags. He says:

Editor THE NATIONAL PROVISIONER:

I understand that a good dip can be made of gelatine and sugar for sausage stuffed in muslin bags. Can you tell us how to make this dip, and just how it is put on the product?

This gelatine dip serves the purpose well, as it does not penetrate the bag and has no tendency to develop an undesirable flavor or odor. Following is the formula used:

20 lbs. boiling water
15 lbs. granulated sugar
13 lbs. gelatine.

Mix the gelatine and sugar thoroughly before adding moisture. Then dissolve in 10 lbs. of cold water. Add this to the 20 lbs. of boiling water and stir with a wire paddle until it is smooth. Do not allow the mixture to boil after it has come to the boiling point. Skim the foam off. Allow the mixture to cool to about 145 degs. F. The product to be dipped should be cold.

This mixture makes a glaze that will not crumble off. It also has the advantage of giving the product a very nice appearance.

TRIMMING OFF THE PROFITS

Do your men trim the profits off your pork loins? Read chapter 6 of "PORK PACKING," The National Provisioner's latest book.

Vienna Sausage in Cans

A sausage manufacturer wants to put up Vienna style sausage in cans. This is a product which is finding a constantly wider market when properly processed and attractively packaged. He says:

Editor The National Provisioner:

Will you please tell us how Vienna style sausage is processed in small cans. Can the usual formula for the product be used in making the sausage?

In canned meats, as in other canned products, the meat when coming out of the can will be no better than when it goes in. Therefore, if a nice quality Vienna style canned sausage is desired, the product must have quality ingredients. If you are making a nice grade of sausage, it will be satisfactory for canning purposes.

The method of stuffing is usually somewhat different. The sausages may be stuffed in links about 3 feet long, smoked for one hour at 135 degs., then one-half hour at 170 degs., with plenty of smoke.

After taking out of the smokehouse they should be left hanging until they are thoroughly chilled. They may then be cut the required length to fit into the can with a regular rotary cutter. This is done at high speed, by placing a number of the sausages crosswise on a cylinder form, with a number of circular knives or a cylinder ribbed with notches and small stationary knives made in the holder above that matches the groove through the ribs.

The sausages are then placed in small cans and put through a steam exhaust to raise the temperature to 165 to 170 degs. F. Then they are capped and cooked for 1 1/4 hours at a temperature of 237 degs. The cans should then be removed and cooled as quickly as possible so the product will not be overcooked.

The brine used in the cans is of about 18 to 20 deg. strength. If it is placed in the cans at about 200 degs. temperature and the sausages at about 100 degs., this may expedite processing without the use of a steam exhaust. This higher temperature of the brine and of the sausages may speed up the processing but the sausage does not cut so well hot as when cool.

MEAT AND LARD IN COOKING

A meat exhibit was one of the features of the Iowa Farm Bureau Federation's annual meeting, held this week at Des Moines. The exhibit was arranged by the National Live Stock and Meat Board, and was in charge of Miss Florence Plondke, home economist of the board. Cooked meat dishes were shown in the exhibit, and in addition the foods which accompany the various meat dishes to best advantage. Lard was given prominence, an exhibit of cookies, doughnuts, cakes and other foods made from lard being on display.

Canned Dog Food Contents and Label Rules Proposed in Dog Food Code

THE code authority for the dog food industry—through its executive officer and counsel, Charles Wesley Dunn—recently released definitions and standards of identity and biological values and labeling requirements for canned dog food and a plan for their enforcement. These definitions now await approval after hearing at Washington.

The code of fair competition for this industry under the NRA made mandatory the setting up of these standards, and in this respect this code was unique as compared with other industries for which codes had been promulgated.

"Canned dog food," under these definitions, "may consist of any edible substance or any combination of edible substances which is fit and suitable for use as a dog food.

Don'ts for Dog Food

"No canned dog food shall contain

(a) any substance which is unfit for use in a dog food, because it is unwholesome or injurious; or

(b) any substance which is unsuitable for use in a dog food for any sufficient reason; or

(c) any substance which has no reasonable justified use in a dog food; or

(d) any amount of a substance which is either deceptively inadequate or injuriously or deceptively excessive, in the circumstances.

"No canned dog food shall contain

(a) any harmful preservative or coloring; or

(b) any coloring effective to deceptively conceal its condition or to misrepresent its identity, character or composition.

What It Must Be

"Canned dog food shall have the biological and nutritive value

(a) represented by its dog food name or designation; or

(b) alleged for it upon its label or in its advertisement or otherwise in its sale.

"No statement or representation shall be made regarding the value or effect of a canned dog food, unless such statement or representation is supported by evidence sufficient to justify it.

"Canned dog food shall be true to its name and to all descriptive statements made upon its label or in its advertisement or otherwise in its sale."

Labeling Requirements

Labeling requirements specify that the label shall plainly and correctly state "the name of the food; name and address of the manufacturer or other person primarily responsible for its sale; net weight, measure or numerical count, as the case may be; its ingredients

properly described and listed; its percentage content of protein, fat and fiber, respectively; directions for feeding.

No label for canned dog food shall contain any false or misleading statement or representation; any negative disclaimer as to its composition; any statement or representation which is or may be effective to induce its human consumption, such as "Fit for Human Food" or "Fit for Human Consumption."

Code Enforcement Plan

The plan of enforcement of the provisions of this report calls for the setting up by the code authority of a "Scientific Council for the Dog Food Industry."

This council, comprised of five members none of whom shall have any interest in the dog food industry, shall consist of an experienced authority upon canine nutrition, who shall be chairman, an expert in the general field of nutrition, an expert in food chemistry, a representative of the profession of veterinary medicine affiliated with an accredited American college of veterinary medicines and a representative of the United States government, or if such an individual is not available, a suitable representative of the public at large.

This council will act as a scientific referee and research agency in an advisory capacity to the code authority. It will investigate scientific questions relating to the manufacture of dog food, their chemical combination and composition, prescribe standards and methods, determine when violations exist, report on compliance and regulations necessary to effectuate compliance with the standards adopted and approved by the Code Authority.

When the council reports approvingly on any canned dog food then that manufacturer will have the right to use a statement reading "Approved by the Scientific Council for the Dog Food Industry" on the packages and in the advertising of the product approved under such terms and conditions as the Council may prescribe.

A fully equipped control laboratory will be established for the council at one of the leading eastern universities where the work of the council will be carried on in an atmosphere of the highest plane of scientific achievement.

BIDS TO STORE CANNED MEAT

The FSRC mailed out last week copies of schedule 124, covering specifications for bids for storing canned meat now being held by packers and canners for its account. Bids under this schedule will be opened at 10 a. m., January 30.

**CUDAHY'S NEW
BRICK SAUSAGE UNIT
GETS QUICK ACCEPTANCE**



Cellophane
TRADE MARK
DU PONT

"Cellophane" is the registered trade-mark
of the Du Pont Cellophane Co., Inc.

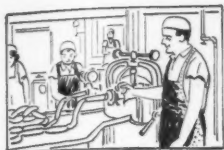
PACKAGE HELP AT YOUR COMMAND

Our Field Representative will be glad to assist any packer in the creation of attractive, sales-producing packages. Just write: DuPont Cellophane Co., Inc., 350 Fifth Ave., New York City.

The Cudahy Packing Company says:

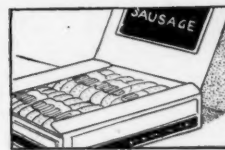
"Our Rex Brick Sausage in its new Cellophane wrapping has been received favorably by our sales organization and our trade. We believe Cellophane wrapping improves the appearance of and affords a convenient, substantial protective covering for any merchandise on which it is practicable to employ it.

"We confidently expect an increase in our sales of Rex Brick Sausage because of our adoption of the Cellophane wrapping."



A page
for the

SAUSAGE Manufacturer



POINT-OF-SALE ADVERTISING.

Radio advertising is looming larger as a medium for increasing consumer demand for identified meat products. Results are sometimes difficult to check accurately, but it is agreed quite generally among meat merchandisers that they are better when programs are tied in with "point-of-sale" advertising.

Among meat packers who have been using radio advertising with good results is John J. Felin & Co., Inc., Philadelphia, Pa. A description of this campaign, and the interesting and highly successful manner in which it was tied in with 5,000 or more retail meat dealers handling Felin's products in the Philadelphia territory, was described in

as a little pig jumping over a hurdle. Pimiento roll drew a Spanish touch, and the bologna copy went frankly slangy.

These advertisements appeared each week in all Philadelphia and Camden newspapers, and four of them, one for each item, were run on different pages with chain store ads on Thursday, the big food shopping day in Philadelphia.

Before the release of this campaign all of Felin salesmen were given a dinner, at which time products featured in the campaign were thoroughly explained by company executives and by the advertising agency executive responsible for its development.

Each week the advertising was concentrated on a single item, and attractive blow-ups in colors of the "piggy" ads were supplied to salesmen to be placed in dealers' stores and windows.

On Saturdays post cards announcing next week's feature were mailed out to retailers. These arrived in advance of the salesmen with the "blow-up" for the week.

Giant "blow-ups" of the ads were also displayed each week at the Felin Theater of the Air (radio station WCAU) for the benefit of visiting dealer guests. The theme of the advertising copy was worked into commercial announcements on the radio programs.

The entire drive was one of the most comprehensive and broad-gauged campaigns for meat products ever staged in Philadelphia. Its immediate objectives, following a get-together check-up after the first four weeks, were found to have been accomplished in a

large way. It was planned by Al Paul Lefton, Inc., of Philadelphia, New York and Chicago.

RETAILER MUST BE SOLD

Editor THE NATIONAL PROVISIONER:

I have read with great interest the article in the December 15 issue of THE NATIONAL PROVISIONER entitled, "Aggressive Selling in the Retail Store will boost Sausage Consumption."

For a long period many packers and sausage makers who directed their sales campaigns to consumers disregarded the retailer almost entirely. Personally, I doubt the wisdom of this short-sighted policy. Retailers, be they large or small operators, will have to be reckoned with sooner or later. A large number of wholesale grocers learned this truth too late, and consequently joined the ranks of "forgotten men."

The sales manager quoted in your article knows whereof he speaks. The retail store is the point of contact, and the wise wholesaler finds it a good policy to obtain not only the good will of consumers, but also the patronage of the retailers. Contrary to opinions of some advertising managers, the retailer holds a unique position in the field of distribution, in that he can either make or break a wholesaler or manufacturer.

Your suggestion to give more attention to both the consumer and retailer is, I think, a better plan.

Very truly yours,

CHARLES W. KAISER, Secretary,
Retail Meat Dealers' Association of
Chicago.

I haven't even a
Birthday suit!

This Felin Frankfurter is skinless. Nothing to peel, nothing to stand between you and the tender, flavory, smoky meat goodness.

Serve
FELIN'S
Peeled FRANKFURTERS

TYPE OF AD USED.

Each was headed with a lively illustration in cartoon style. Peeled frankfurter ads, for example, were developed on the nudist idea. It wasn't long until consumers were talking about "those nudist frankfurters." These ads were one column wide by about 3 in. high.

the March 31, 1934, issue of THE NATIONAL PROVISIONER.

This radio advertising was continued for eight consecutive months, and toward the close was supplemented by a very interesting "point-of-purchase" campaign to stage a drive on certain of the company's delicatessen meats.

For this latter drive four sausage items were selected—bologna, pimiento roll, peeled frankfurts and liver sausage. Each of these was made the subject of a series of lively little newspaper advertisements in which were played up, in cartoon style, the important sales features of the products.

For instance, the peeled frankfurter ads were developed on the nudist idea. It wasn't long before consumers were talking about "those nudist frankfurters." The health feature of liver sausage was given prominence in such ads

I've gone Nudist

I've peeled off everything! You won't find a skin on me. That's one reason why a Felin Peeled Frankfurter is so tender, flavory and smoky.

Serve
FELIN'S
Peeled FRANKFURTERS

Keep Your Eye Peeled
for These Ads!

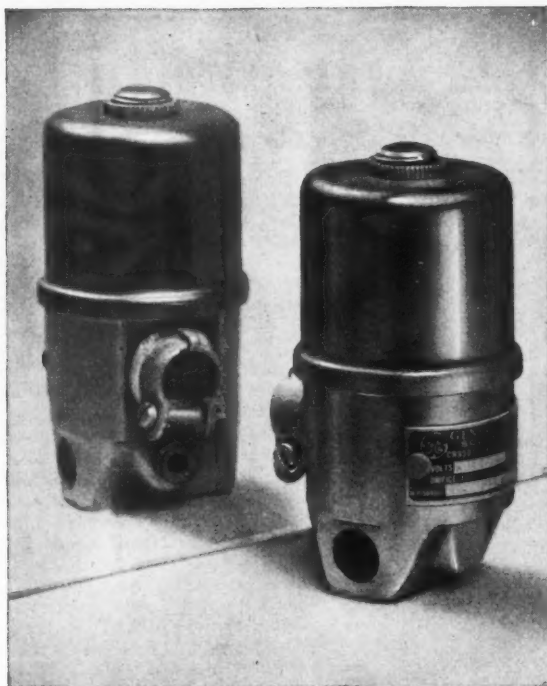
They're pulling extra demands for Felin's Peeled Frankfurters. This is another of them—and it's bound to sell. Be ready for all calls. You're going to get yours.

Hear Felin's Radio Show tonight (Monday) 10:30 WCAU. Ask our salesman for your Felin poster.

STOCK...
FELIN'S PEELED FRANKFURTERS
Get back of them!

POST CARDS KEPT DEALERS IN TOUCH WITH CAMPAIGN.

A post card showing the coming week's advertisement was mailed to all retailers on Saturday, so as to reach them before the salesmen arrived at the stores on Monday. A large "blow-up" in colors of the current ad was furnished to every customer of the company.



Note the trim, pleasing appearance of this new valve. The hex nut, below the convenient conduit outlet provides 75-per-cent regulation—an important factor in adjusting the flow of water in air-conditioning devices

NEW

Electrically Operated Valve

Small ... Compact ... Inexpensive

WHEREVER you need a small valve to handle fluids quickly, easily, and economically by remote control, use this new G-E solenoid valve. It has these advantages:

1. Only $4\frac{1}{4}$ inches high, $2\frac{1}{4}$ inches in diameter—weighs less than two pounds
2. Valve parts "sealed in steel"
3. Low maintenance—no stuffing box
4. Economical—uses only $7\frac{1}{2}$ watts at 110 volts, 60 cycles
5. Built-in terminal box simplifies installation
6. Positive action—accelerated core assures quick, positive opening and closing
7. 75-per-cent regulation, with convenient metering pin
8. Pleasing appearance—valve is housed in lustrous nickel-plated case

In addition to this new midget valve, General Electric has a complete line of solenoid and Thrustor valves. They are available for a wide range of temperatures, pressures, pipe sizes, and fluids. For complete information, write to the nearest G-E office, or to General Electric, Dept. 6A-201, Schenectady, N. Y.

080-37

GENERAL  ELECTRIC



Are You Getting These Advantages From Your Meat Cooler?

1. Cleanliness—No drippage from rusty pipe coils or heavy ice accumulation.
2. Humidity Control—Limits moisture loss from meats.
3. Cold Distribution—Positive air circulation with correct air diffusion.

Investigate VILTER Coolers for an Increase in Your Net Profits

THE VILTER MFG. COMPANY
2118 South First Street, Milwaukee, Wis.

YORK

COMPRESSOR OIL

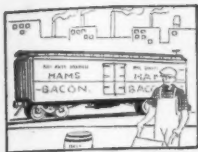
...FOR CONTINUOUS OPERATION



Correct lubrication at the extreme high and low temperatures peculiar to refrigerating machinery. Filtered and dehydrated... low carbon content... produces no non-condensing gases... uniformity assured by continuous test in manufacture.

York Ice Machinery Corporation, York, Pennsylvania
Send Booklet on Compressor Lubrication.

Name _____
Street _____
City _____ State _____



REFRIGERATION

and Frozen Foods



Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

MOTOR INSTALLATION "BONER."

It is not unusual for very obvious mistakes of equipment installation and operation to be made in engine and boiler rooms, which when discovered cause considerable wonderment as to why they were permitted to "get by" in the first place.

In a recently-modernized power department of a meat packing plant a high-grade 300-horse-power electric motor was placed between two equally high-grade ammonia compressors on the same shaft. Careful acceptance tests showed that everything was even better than specified. But presently the engineer noticed that trouble was always experienced when starting the plant. After the machines were once in motion they were all right, but they had to be pushed, manually, to start them.

The engineer complained. Much correspondence followed between the engineer, compressor manufacturer, and motor manufacturer. The compressor manufacturer thought that the motor possessed insufficient torque. The motor manufacturer countered with the suggestion that probably the packing was too tight or that the pistons were "frozen." Nobody would take the blame and nobody seemed able to place a finger on the cause of the difficulty.

The plant was too far away for either manufacturer to send a representative to "fix up the other fellow's mistake" at considerable expense. The correspondence in the files of the three parties concerned, if printed, would make a large book, and the book would furnish interesting reading.

After several months the engineer accidentally stumbled onto the fact that he himself was to blame for the trouble. Upon shutting down he didn't "unload" the machines as per the specifications to which the motor was built. In other words, he was starting the machines in a fully loaded state, for which the motor was not designed. No trouble has been experienced since. Every-body, now, is wiser.

HOG COOLER REFRIGERATION

What is the best arrangement of sprays and coils in your hog coolers? Read chapter 4 of "PORK PACKING," The National Provisioner's latest book.

REFRIGERATION NOTES

The Campbell Ice Co., Homerville, Ga., has completed a cold storage plant with a capacity of approximately 400,000 pounds of meat.

Schuhmacher Co., Beaumont, Tex., is soon to let the contract for an air conditioned cold storage plant.

Evansville Ice & Storage Co., Eighth st., Evansville, Ind., has been incorporated with a capital stock of \$150,000. Incorporators are Frank J. Brennan, Donald H. Balder and F. B. Penny.

Hugh Robinson & Sons are putting in a refrigeration system for Van's Smoking & Curing Co., 810 E. Gage ave., Los Angeles, Calif.

The Redlands Heights Groves, Inc., Redlands, Calif., will erect a packing plant with air cooling and humidifying system.

Three Counties Ice Co. has been incorporated at Wichita Falls, Tex., with a capital stock of \$100,000. Incorporators are Henry Zweifel and M. D. Penry.

NEW TYPE BUSINESS EXHIBIT

Exhibiting everything from farm lands to canned meats, and from automobiles to pencil sharpeners, the Business Recovery Exposition sponsored by the Rotary Club of Chicago got off to a good start on January 15 at the Hotel Sherman. With 128 exhibits representing widely diversified industries, the exposition was unusually interesting.

As might be expected in a varied exposition of this sort, a large number of the products exhibited are used in the meat packing industry, and were of interest to packers.

Link-Belt Company of Chicago exhibited their operating model of a screw conveyor—the same one which they exhibited this summer at A Century of Progress and which had everyone guessing as to just what made the "wheels go round," including a number of learned engineers who should have known better. The conveyor is set up in a glass cabinet and seems to be revolving out of the sides of the glass. The explanation is simple, but the secret belongs to Link-Belt. They also exhibited a small stoker. Their products used in packinghouses include chains, chain conveyors and power transmitting machinery.

Taylor Instrument Company had, as always, an interesting exhibit with quite a complete assortment of commercial and industrial instruments—thermometers, hydrometers and recording and control instruments. They fea-

tured their new 24-inch dial thermometer, as well as a few new barometer types. Their temperature control instruments are used quite extensively in packinghouses.

Among other exhibitors serving the packing industry were Chicago Fence & Equipment Co.; Chicago Pulley & Shafting Co., with power transmission machinery; Dearborn Chemical Co., manufacturers of chemicals for the quick removal of scale in coils, lines, pumps, boilers, heads and packets of internal combustion engines, etc.; Dearborn Paper Products Co., manufacturing corrugated paper boxes; Derby Foods, Inc., meat canners, where a young lady very graciously handed out sandwiches, made from Derby peanut butter; J. B. Ford Sales Co., manufacturers of cleaning compounds; International Tag and Salesbook Co.; Nutting Truck Co.; Rathborne, Hair & Ridgway Co., manufacturers of wirebound, corrugated and wooden boxes; Sinclair Refining Co.; Frank G. Shuman Co., manufacturers of gummed labels and seals of all kinds; Westinghouse Electric & Mfg. Co., with a very complete exhibit of their various products, including electrical machinery and supplies, incandescent lamps and domestic refrigerators.

FROZEN POULTRY IN STORAGE

Storage stocks of frozen poultry on hand on Jan. 1, 1935, with comparisons:

	Jan. 1, 1935.	Dec. 1, 1934.	Jan. 1, 1934.
Broilers, lbs.	20,432	20,203	15,118
Fryers, lbs.	15,375	12,590	13,067
Roasters, lbs.	32,749	23,947	38,156
Fowls, lbs.	24,778	19,313	18,426
Turkeys, lbs.	18,609	9,572	15,732
Ducks, lbs.	2,942	3,749	4,287
Miscellaneous, lbs.	16,867	16,191	18,687

PRODUCE IN COLD STORAGE

Cold storage holding of butter, cheese and eggs on Jan. 1, 1935:

	Jan. 1, 1935.	Dec. 1, 1934.	Jan. 1, 1934.
Butter, creamery, lbs.	47,093	81,034	111,249
Cheese, American, lbs.	89,846	96,688	77,773
Cheese, Swiss, lbs.	5,241	5,937	8,509
Cheese, Brick-Munster, lbs.	909	787	509
Cheese, Limburger, lbs.	1,243	1,181	1,206
Cheese, all other, lbs.	4,893	5,379	3,884
Eggs, shell, cases	647	2,380	731
Eggs, frozen, lbs.	64,863	76,073	61,419

NEW "DRY ICE" PLANT

The Liquid Carbonic Corporation will erect a plant in Kansas City, Mo., for the manufacture of carbon dioxide, more generally known as "dry ice." The plant is expected to involve an expenditure of \$300,000 and will be located at 14th and Hickory sts.

Machines Do More Work..... Operating Cost Is Reduced

Machines cannot operate at rated capacity if the flow of live steam is interrupted by condensation and air.

By equipping each machine with Sarco Steam Traps, condensation and air will be removed as fast as formed, permitting a steady flow of hot, dry steam.

No water will be held up in the coils of one unit by back pressure in the return piping from another machine, which happens with large centrally located traps. Consequently machines work more efficiently with less fuel when equipped with

SARCO STEAM TRAPS

Individual trapping prevents waste of heat by radiation from long connecting lines and prevents overheating the workrooms.

There is no danger of freezing with Sarco Traps on the job, because they drain themselves when steam is off.

They are closed by steam and opened by condensation. No live steam can escape.

Sarco Steam Traps are low in first cost and in upkeep. Can be screwed into the pipe line.

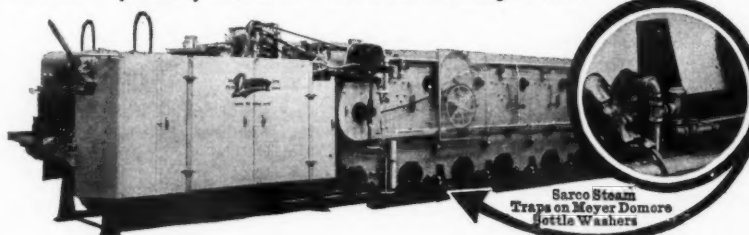
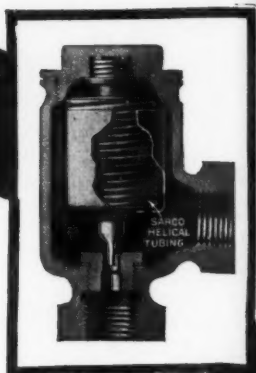
Try a Sarco for 30 days on us. If not satisfied, you may return it. Write for Catalog BE-95.

SARCO CO., Inc.

183 Madison Ave.
NEW YORK, N. Y.

Branches in Principal Cities

SARCO CANADA, LTD., Federal
Bldg., Toronto, Ont., Can.



STEAM AND POWER SAVINGS

(Continued from page 10.)

product of the process steam demand—sufficient to justify the investment in power-generating equipment.

The decision of this packer to make his own power, therefore, was obvious.

Results Proved It Was Right

In the interval since the plant was placed in operation the new engine room has fully justified itself, even considering advance in price of coal and supplies during the past year. After making the proper allowance for fixed charges, and allowing credit for the exhaust steam used in processing and manufacturing, the average cost of power generated, as mentioned previously, is .88c per k.w.h.

Main generating unit in the new plant is a 480 h.p. uniflow engine, driving a 375 k.v.a., 440-volt generator. Provisions have been made for a second generating unit when and if needed.

A single bus system is installed, current at 440 volts being used for power and at 110 volts for lighting, through a 220-110-volt distributing system, the 440-volt current being stepped down by a bank of transformers.

Switches on the main switchboard feed power and light distributing panels in each building outside of the main building and on each floor of the main building. The power plant has a separate switch panel, so that it and the

circulating pumps, having separate switches, may be operated even when the remainder of the board is shut off. Voltage is regulated automatically.

Compressed air is supplied by a two-cylinder compressor with a capacity of 120 cu. ft. per minute, directly connected to the driving motor.

Refrigeration is furnished by two horizontal ammonia compressors, one of 75 tons and the other of 50 tons capacity. Larger machine is driven by a 125 h.p. poppet valve engine and the smaller by a 75 h.p. synchronous motor. This latter unit is equipped with a built-in flywheel and is automatic, being controlled by magnetic switches mounted on a panel on the switchboard.

Flexibility in Refrigeration

Each compressor is supplied by two suction lines, one taking gas from the ice tank and circulating brine tank and the other taking gas from the freezers. This arrangement provides unusual flexibility, as either compressor can be run with one end of the ammonia cylinder on the freezer suction, while the other end is working on tank pressure. Both machines discharge into a common discharge pipe going to a six-pass shell and tube condenser, located on the third floor over the engine room.

Circulating water is pumped by two motor driven pumps located in the condenser room. The water is cooled in a cooling tower placed on the roof directly

over the condenser room. Circulating pump motors are remote controlled from the engine room.

How Steam Is Produced

Steam is generated in two 3-drum, 304 h.p. bent tube boilers at 190 lbs. There is a 5-lb. drop in pressure between the boilers and the engine throttle. Engines and all pumps exhaust into a main exhaust line at 6 to 6½ lbs. From here the exhaust is distributed to the heater and process lines.

When engines are not operating, or when there is insufficient exhaust, make-up steam is introduced into the exhaust main through a pressure reducing valve. Piping is so arranged that the engine room can be shut off from the rest of the plant if desired, or if an emergency should compel. This is accomplished by a 5-way distributing fitting and the necessary valves.

One connection of this fitting is a feed from the main exhaust line, and another is a feed from the low-pressure reducing valve. The other three supply the rendering, heating and process steam lines. A first reducing valve steps down the steam pressure from the header pressure of 185 lbs. to 85 lbs., and a second one reduces the pressure from 85 lbs. to 6 lbs. for processing.

Savings in Lard Rendering

Lard and tankage cookers are the only locations in the plant—outside the engine room—where low pressure steam

is not used exclusively. Nor is higher pressure steam used entirely for lard rendering, the tank and its contents being first warmed up with low pressure steam, higher pressure steam being used to finish off.

Records show that about 5,000 lbs. of steam are required to render a tank of lard, of which from 3,500 to 3,800 lbs. is exhaust steam. Inasmuch as there is an excess of exhaust steam available, figuring at the average cost of 24.8c to generate 1,000 lbs. of steam, the direct saving to render a tank of lard by first warming up with exhaust steam is somewhere in the neighborhood of 90c to \$1.00.

Use of exhaust steam does not increase the rendering time, it is reported, so that capacity of the cooker is in no way reduced or labor cost increased.

Heat Units Are Saved

Condensate from the cookers and all high-pressure traps drains by gravity into one main condensate line, which delivers the water through a loop to a heat exchanger placed below the floor in the boiler room. Condensate from the dryers, low pressure cookers and heating system is returned through a main return line to the heat exchanger. All condensate, in passing through the heat exchanger, cools to a point that the vacuum pump will maintain 10 in. of vacuum on the condensate lines, and return the condensate to an air separating tank, which is connected to the feed water heaters and to a surge tank located on the third floor.

Water for the boilers and for washing and processing uses is softened in a zeolite softener. Make-up water for boilers is supplied to the surge tank, amount being controlled by a float valve. From the surge tank the water flows to two 1,000 h.p. de-aerating heaters, where the temperature is raised to 228 degs. Boilers are fed by two outside packed duplex pumps automatically governed.

Hot water for plant processing is supplied by a 3,000 gal. storage heater with a capacity of 2,500 gals. per hour. Water at 180 to 200 degs. is pumped to the various departments by two duplex pumps with a capacity of 2,500 gals. per hour.

Coal Handled Cheaply

Boilers are fired with underfeed stokers capable of operating continuously at 150 per cent of normal rating on the poorest coal. Three-quarter inch, fourth-vein Indiana screenings are used in this plant during the summer, and 1½-in. Indiana screenings during the winter. Any size coal can be used in an emergency.

Coal comes to the plant in hopper bottom cars and is discharged directly into a track hopper. From here the larger lumps are taken to a crushed with a capacity of 20 tons per hour. Screenings by-pass the crusher. An automatic skip hoist delivers the coal to a storage bin located above and in front of the boilers. This has a capac-

ity of 100 tons. From this storage bin the coal is discharged to a traveling weighing lorry and thence to the stoker hoppers.

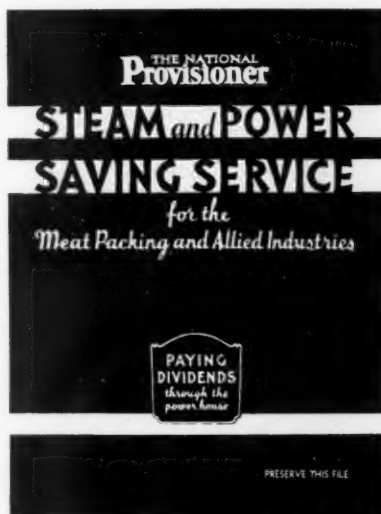
A record is kept of the weight of all coal fired. With this and other data close control of plant efficiency is kept.

Automatic Control and Handling

Combustion for the boilers is controlled by a step action regulator which controls the speed of the stoker, speed of the engine driving the draft fan and location of the damper. Ashes are handled by mechanical conveying equipment from basement to bin over boiler room, then to cars or trucks.

In addition to boiler room pressure gauges, the control board in boiler room carries a condensate tank gauge, a three-point draft gauge, a CO² indicating gauge, a pyrometer showing stack temperatures, and steam flow indicating gauges.

Would This Information Be Useful To You?



A binder containing all information on "Steam and Power Savings" published by THE NATIONAL PROVISIONER up to date, in which can be filed later data as it appears.

If you want this binder and its contents, fill out the following coupon, and send it with \$1.00 to The National Provisioner, 407 So. Dearborn st., Chicago, Ill.

Name
Firm
Street
City

In the chief engineer's office in the engine room a large panel carries a complete set of indicating and recording gauges that account for all steam, air and hot water distributed to the various departments. Steam used in the power plant and water fed to boilers are also recorded on this panel.

Thus the cost of steam, air and hot water can be determined accurately, and the proper charge rendered against each department for each of these commodities supplied by the power department. A daily record of the total output of the power department is kept, from which accurate cost figures can be determined.

NOVEMBER ACCIDENT RECORD

Twenty-one plants operated during November without a lost-time accident and either retained or received Institute Safety Award Pennants. These plants are:

Abraham Bros. Pkg. Co., Memphis, Tenn.; Burns & Co., Ltd., Vancouver, B. C., Can.; Jacob Dold Pkg. Co., Buffalo, N. Y.; Du Quoin Pkg. Co., Du Quoin, Ill.; Elliott & Co., Duluth, Minn.; Emmart Pkg. Co., Louisville, Ky.; Field Pkg. Co., Bowling Green, Ky.; Field Pkg. Co., Owensboro, Ky.; Adolf Gobel, Inc., Boston, Mass.; Adolf Gobel, Inc.; C. Lehmann Pkg. Co., Brooklyn, N. Y.; Albert F. Goetze, Inc., Baltimore, Md.; Edward Hahn, Johnstown, Pa.; Home Pkg. Co., Terre Haute, Ind.; The Hull & Dillon Pkg. Co., Pittsburg, Kan.; Interstate Pkg. Co., Winona, Minn.; E. W. Penley, Auburn, Me.; Louis H. Rettberg, Inc., Baltimore, Md.; Reynolds Pkg. Co., Union City, Tenn.; Swift & Co., Jersey City, N. J.; Swift Canadian Co., Ltd., Toronto, Ont., Can.; F. L. Winner Packing Plant, Lock Haven, Pa.

The average accident frequency rate for all plants reporting for November was 30. The accident frequency rate for November, 1933, was 21.

EXTENSION OF WORKING HOURS

The Federal Surplus Relief Corporation has secured a further extension of additional tolerance hours up to 53 hours a week for packers and canners processing and canning meat for government account, according to a bulletin of the Institute of American Meat Packers. This further extension will cover the period from January 11 to January 31, 1935, inclusive.

FREE FATTY ACIDS IN LARD

What causes high free fatty acid content in lard? Holding fats in the tanks too long before rendering, especially if fats contain moisture, is one reason. There are others. "PORK PACKING," The National Provisioner's new book, tells how to keep free fatty acid content low.

E-Z SEAL

TRADE MARK REG. U. S. PAT. OFF.

Full Removable Head Barrels



No. 551A8

Pat. No. 1962626—other patents pending

for Your Lard and Shortening

These modern Steel Barrels with baked-on, **Food Protection Linings** will keep your products clean and sweet in transit and in your customers' plants—even after they have been opened. Easy-operating, perfect sealing locking rings—scientifically tested and proven Sanitary Lining that never chips or cracks—Full Removable Heads—and high second-hand value—make them the unqualified choice of leading packers.

John P. Harris

Now in Charge of Food Products Division

We are pleased to announce that Mr. John P. Harris, well known in the Industrial Chemical and Food Products fields, is now in charge of our Food Products Division. Mr. Harris has been with such companies as Armour & Company, Phoenix Cotton Oil Company, Allbright-Nell Company, Institute of American Meat Packers, Industrial Chemical Sales Company. He has spent over twenty-seven years in the Food Products field and is in a splendid position to help solve your container problems.

Write for complete information on these and other sanitary, safe and economical steel packages for your requirements—no obligation to you.

Also request our new catalog of modern steel containers.

WILSON & BENNETT MFG. CO.

General Office and Factory—6528 So. Menard Ave.—Chicago

PHONE—REPUBLIC 0200

Eastern Office and Factory
353 Danforth Ave., Jersey City, N. J.
Phones: Delaware 3-4700
Cortlandt 7-0231

Southern Office and Factory
Cortex and Bienville Streets
New Orleans, La.
Phone: Galvez 2171

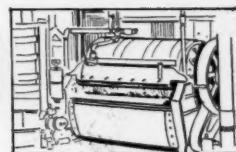
Three Modern Factories—Sales Offices and Warehouses in Principal Cities



LARD	27.00
BELLIES	26.50
HAMS	26.50
LOINS	26.50
BUTTS	26.50

Provisions and Lard

Weekly Market Review



Trade Active—Markets Weaker—Gold Clause Cases Unsettling—Feed Grains Easier—Cash Trade Fair—Hog Run Comparatively Small—Lard Stocks Again Decreasing.

The market for hog products the past week developed considerable activity on down side, reversing recent experience. Lard dropped $\frac{1}{4}$ c to nearly 1c a pound from season's top. The break was not so much result of conditions within market itself but was brought about by speculative liquidation which ran into stop loss orders, following general selling, due to uncertainties over gold clause cases before Supreme Court, with a resultant sharp break in foreign exchanges, and a sharp setback in all commodity markets.

Action was not altogether surprising as far as hog products were concerned, as an extensive long interest had been built up partly based on depreciated dollar and feed grain strength, so that when the dollar strengthened and feed grains declined somewhat, hog products naturally followed.

Packing and warehouse brokers were on buying side on a scale down, and subsequently when uneasiness subsided, the market steadied somewhat. The position for the long pull was not changed one way or the other, but a great many were inclined to go slow pending developments in Washington.

Chicago Lard Stocks Decrease

Cash trade was fair to satisfactory, with lard stocks again on decrease at Chicago, but meat supplies in the country totaled liberally compared with a year ago. The hog run was somewhat smaller, western receipts last week totaling 347,100 head against 326,035 head the previous week, and 593,900 head the same week last year.

Top hogs at Chicago eased from 8.20c to 7.85c and steadied to 7.90c. The average price of hogs at Chicago at the outset of the week was 7.75c, the same as the previous week and compared with 3.40c a year ago, 3.10c two years ago and 4.15c three years ago.

The average weight of hogs received at Chicago last week was 221 lbs. against 220 lbs. the previous week, 226 lbs. a year ago; 230 lbs. two years ago.

Official exports of lard for 1934 were 430,650,000 lbs. against 584,238,000 lbs. in 1933. Hams and shoulders 63,015,000 lbs. against 78,579,000 lbs.; bacon, 19,740,000 lbs., against 21,590,000 lbs., and pickled pork, 17,540,000 lbs., against 16,608,000 lbs.

As the United Kingdom has been taking most of the lard for the past sev-

eral months, there were fears that the sharp break in sterling would serve to unsettle this demand for a time.

PORK—Demand was fair at New York and the market rather steady with mess quoted at \$27.00 per barrel; family, \$26.50 per barrel and fat backs, \$23.50@27.00 per barrel.

LARD—Demand was fairly good at New York but market was easier, with prime western quoted at 11.00@11.10c; middle western, 11.00@11.10c; New York City tierces, 10 $\frac{1}{2}$ c; nominal tubs, 13 $\frac{1}{2}$ c; refined Continent, 11 $\frac{1}{4}$ @11 $\frac{1}{2}$ c; South America, 11 $\frac{1}{2}$ @11 $\frac{1}{4}$ c; Brazil kegs, 11 $\frac{1}{2}$ @11 $\frac{1}{4}$ c; compound, car lots for export, 13 $\frac{1}{4}$ c; smaller lots, 13 $\frac{1}{2}$ c with domestic compound, $\frac{1}{4}$ c more.

At Chicago, regular lard in round lots was quoted at 5c over January; loose lard, 5c over January and leaf lard, 40c over January.

(See page 35 for later markets.)

BEEF—Demand was fairly good and market firm at New York with mess nominal; packer, nominal; family, \$18.00@19.00 per barrel and extra India mess, nominal.

British Quotas on Frozen Green Hams

QUANTITY of frozen green hams that may be imported from the United States for curing and consumption in the United Kingdom during the first four months of 1935 has been fixed by the British Ministry of Agriculture and Fisheries at 392,000 lbs. This is approximately the same rate of importation of green hams for curing as was permitted during the ten months ended Dec. 31, 1934.

Authorization permitting importation of 392,000 lbs. of American frozen green hams for curing in the United Kingdom during the first four months of 1935 will form a part of, and will not be in addition to, the allocation of 4,592,000 lbs. of frozen pork permitted entry from this country under the general frozen pork quota during the first three months of 1935.

Import quotas applicable to frozen pork brought in from the United States

(Continued on page 35.)

Little Change in Cut-Out Values

ALTHOUGH hog runs were not heavy during the week just ended fresh pork demand was slow and there was weakness in speculative lard prices compared with the previous week, consequently the high point to which hog prices went a week earlier was not reached.

At Chicago good butchers weighing 250 lbs. and over were plentiful in the earlier days of the session but in smaller supply toward the close of the period. The general quality of hogs was as good as in the previous week and the run at the principal markets was little larger but the apparent unwillingness of consumers to pay the price of pork meats was the weakening influence.

Receipts at the seven principal mar-

kets for the four-day period totaled 216,000 head compared with 213,400 last week and 440,400 in the like period a year ago. Thus the receipts were less than half those of last year.

Top for the week at Chicago at \$8.10 was paid on Monday with the top the following two days \$7.90 and \$8.00 on the closing day of the period. The high average of \$7.80 was paid on Thursday with the low average of \$7.60 on Wednesday.

The following test is worked out on the basis of live hog costs and green meat prices at Chicago during the four days of the current week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE, representative costs and credits being used.

	160 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	250 to 300 lbs.
Regular hams	\$2.21	\$2.31	\$2.30	\$2.33
Picnics	.61	.58	.56	.53
Boston butts	.62	.62	.62	.62
Pork loins	1.63	1.47	1.42	1.23
Bellies, light	2.07	2.10	1.55	.48
Bellies, heavy			.53	1.48
Fat backs			.35	.66
Plates and jowls	.20	.24	.24	.32
Raw leaf	.25	.25	.25	.25
P. S. lard, rend. wt.	1.43	1.64	1.49	1.39
Spare ribs	.18	.18	.18	.18
Regular trimmings	.39	.38	.35	.35
Feet, tail, neckbones	.08	.08	.08	.08
Total cutting value (per 100 lbs. live wt.)	\$9.67	\$9.85	\$9.92	\$9.90
Total cutting yield	67.00%	68.00%	68.50%	71.00%
Crediting edible and inedible offal values at 21c per hundredweight to the above totals and adding to these amounts the cost of well finished live hogs of the weights shown plus all expenses, including the processing tax of \$2.25 per cwt. alive, the following results are secured:				
Loss per cwt.	\$.35	\$.45	\$.55	\$.58
Loss per hog	\$.59	\$.90	\$1.29	\$1.59



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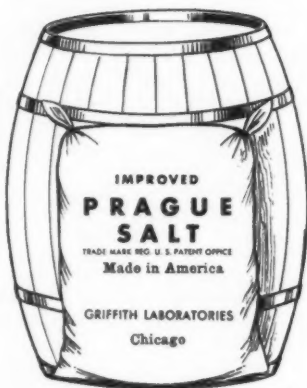
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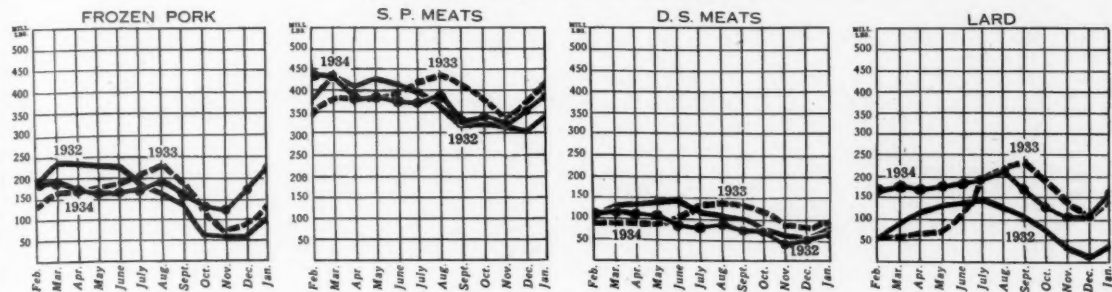
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STORAGE STOCKS OF PORK AND LARD

IN THE UNITED STATES—U. S. GOVERNMENT REPORT



THE NATIONAL PROVISIONER CHART SERVICE—COPYRIGHT 1934 BY THE NATIONAL PROVISIONER, INC.

This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of storage stock accumulations monthly throughout 1934 with comparisons of one and two years earlier.

Gains in stocks of meat and lard during December were considerable although federally inspected hog slaughter during the month showed a decline of some 34,000 head from the slaughter of December, 1933. Total meat stocks on hand at the opening of the new calendar year at 691,000,000 lbs. were 119,000,000 lbs. larger than a month earlier and 126,000,000 lbs. larger than the five-year-average on January 1.

Lard stocks showed a gain during December of over 14,000,000 lbs. and are approximately 45,000,000 lbs. higher than the five-year average at the new year.

The real reason for these sharp increases in the face of a smaller hog kill is the disposition on the part of slaughterers to protect their trade against future shortage. A year ago there was a determined effort to keep product moving even at price sacrifice but at the present time a sellers' market predominates and the tendency to accumulate is strong.

With curtailed hog marketings and the prospective lighter average weight of hogs, it is believed that an outlet will be available for all product during the coming months, and the underlying position of the market is strong.

Frozen Pork.—With the opening of the winter marketing season, frozen pork accumulations always increase, but in the closing months of 1934 this increase was more marked than in either of the two years previous. The increase was contributed to in large measure by major cuts, some to be defrosted and sold fresh later while others are held for future cure. Throughout much of the year, frozen pork stocks were lower than those of 1933 and even parts of 1932, but with the prospect of shortage growing stronger, stocks showed a decided increase in the closing months of the year.

S. P. Meats.—A seasonal upturn took place in pickled meat stocks toward the close of 1934 and although a good deal

of back-packing has been practiced, stocks are lower than those at the close of 1933. During December considerably less meat went into cure than in the same month a year earlier, but this is balanced by the increase in frozen pork stocks. Slowness in the smoked meat trade was a controlling factor in directing heavier freezing rather than curing and back-packing.

D. S. Meats.—Accumulations of dry salt meats at the close of 1934 were the smallest for that period in three years, although the trend of accumulations during the year followed the general trend of the earlier years. However, the supply of hogs from which dry salt meats are produced was not large during the last half of the year and stocks on hand at the close of each of the last seven months of the year were smaller than in like periods one and two years earlier.

Lard.—Lard stocks showed a seasonal accumulation due more largely to a decline in consumption than to an increase in production. Lard price was forced high in the speculative market which resulted in a slowing up of buying for export as well as distribution in the domestic market. However, the product is in a basically strong position and with the passing of the farm slaughter season and with low prospective production there seems little question but that a satisfactory outlet will be found provided the price does not go beyond consumptive reach.

MEAT IMPORTS AT NEW YORK

Principal meat imports at New York for the week ended Jan. 12, 1935, are reported as follows:

Point of origin.	Commodity.	Amount.
Argentina—Edible tallow	772,477 lbs.
Argentina—Canned corned beef	100,566 lbs.
Brazil—Jerked beef	2,242 lbs.
Canada—Bacon	3,135 lbs.
Canada—Sausage	785 lbs.
Canada—Pork tenderloin	662 lbs.
Germany—Ham	1,314 lbs.
Germany—Sausage	2,030 lbs.
Italy—Sausage	1,375 lbs.
Poland—Smoked ham	23,736 lbs.
Uruguay—Canned corned beef	21,600 lbs.
Uruguay—Jerked beef	4,083 lbs.

STOCKS IN COLD STORAGE

Stocks of meat and lard on hand in the United States on Jan. 1, 1935, with comparisons, per chart above, are reported as follows:

1933.				
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted.)			
Jan. 1.....	102,648	322,229	69,190	42,481
Feb. 1.....	143,085	350,114	81,885	52,841
Mar. 1.....	153,881	368,592	86,848	58,182
Apr. 1.....	153,096	369,625	87,117	61,713
May 1.....	165,875	374,735	80,063	71,851
June 1.....	175,727	388,000	104,228	110,381
July 1.....	212,779	415,561	131,218	196,941
Aug. 1.....	228,333	432,909	146,613	218,267
Sept. 1.....	194,822	414,222	144,090	224,207
Oct. 1.....	128,497	374,320	126,148	192,502
Nov. 1.....	75,469	324,992	92,633	133,850
Dec. 1.....	81,722	361,855	81,186	110,394

1934.				
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted.)			
Jan. 1.....	129,763	402,632	97,301	132,510
Feb. 1.....	177,292	442,438	110,674	168,756
Mar. 1.....	184,536	438,069	113,298	177,560
Apr. 1.....	167,436	381,248	108,538	173,775
May 1.....	165,772	381,633	107,919	179,441
June 1.....	166,130	376,631	98,294	182,576
July 1.....	167,463	369,293	91,209	195,973
Aug. 1.....	181,254	370,695	91,617	206,497
Sept. 1.....	151,849	326,379	63,782	167,155
Oct. 1.....	130,235	335,219	58,780	127,847
Nov. 1.....	123,677	330,378	50,682	105,519
Dec. 1.....	158,675	360,352	82,906	103,827

1935.				
	Frozen pork.	S. P. pork.	D. S. pork.	Lard.
	Lbs. (000 omitted.)			
Jan. 1.....	233,132	389,357	68,373	118,152

MEAT AND LARD STOCKS

Stocks of meat and lard on hand in the United States Jan. 1, 1935, with comparisons as reported by the B. A. E.:

	Jan. 1, 1935.	Dec. 1, 1934.	5 Year Av. Jan. 1-lbs.
Beef, frozen.....	115,005,000	105,062,000	51,669,000
In cure	19,412,000	17,325,000	11,549,000
Cured	5,809,000	5,536,000	7,675,000
Pork, frozen.....	233,132,000	158,675,000	128,277,000
D. S. in cure.....	38,203,000	31,577,000	49,161,000
D. S. cured.....	30,170,000	21,329,000	37,183,000
S. P. in cure.....	207,900,000	192,321,000	213,342,000
S. P. cured.....	181,457,000	168,011,000	137,243,000
Lamb and Mutton, frozen	4,526,000	4,687,000	3,818,000
Misc. Meats	125,122,000	112,831,000	69,550,000
Lard	118,152,000	103,827,000	71,671,000

Product placed in cure during:	Dec., 1934.	Dec., 1933.
Pork, frozen	121,094,000	83,741,000
D. S. pork placed in cure.....	39,380,000	48,125,000
S. P. pork placed in cure.....	149,339,000	171,405,000

NOTE: Meats from "drought-stricken livestock" held for account of Federal Emergency Relief Administration are not included in above figures.

CURED MEAT PRICES

Cured pork prices at Chicago for December, 1934:

CURED PORK AND PORK PRODUCTS.			
	Dec., 1934.	Nov., 1934.	Dec., 1933.
Hams, smoked, reg. No. 1—			
8-10 lbs. avg.	\$18.22	\$18.15	\$14.12
10-12 lbs. avg.	17.38	17.25	13.72
12-14 lbs. avg.	18.19	18.06	13.22
14-16 lbs. avg.	18.06	17.81	13.06
Hams, smoked, reg. No. 2—			
8-10 lbs. avg.	16.50	16.50	12.34
10-12 lbs. avg.	16.75	16.75	12.10
12-14 lbs. avg.	16.75	16.75	12.19
14-16 lbs. avg.	16.75	16.75	12.62
Hams, smoked, skinned, No. 1—			
10-18 lbs. avg.	19.50	19.50	14.00
18-20 lbs. avg.	19.19	19.06	13.00
Hams, smoked, skinned, No. 2—			
10-18 lbs. avg.	17.50	17.50	12.13
18-20 lbs. avg.	16.75	16.75	11.88
Bacon, smoked, No. 1 dry cure—			
6-8 lbs. avg.	23.06	23.00	15.88
8-10 lbs. avg.	22.44	22.38	15.50
Bacon, smoked, No. 1 S. P. cure—			
8-10 lbs. avg.	20.50	20.50	12.85
10-12 lbs. avg.	20.00	20.00	12.85
Picnics, smoked,			
4-8 lbs. avg.	12.31	12.44	9.78
Backs, dry salt,			
12-14 lbs. avg.	12.81	12.94	6.44
Lard:			
Refined, H. W. tubs.	11.07	11.75	6.25
Substitutes	11.05	11.06	7.00
Refined, 1 lb. cartons.	12.42	12.25	6.75

CHICAGO PROVISION STOCKS

Stocks of meat and lard on hand in Chicago, Jan. 14, 1935:

	Jan. 14, 1935.	Dec. 31, 1934.	Jan. 14, 1934.
P. S. lard, lbs.	62,022,936	65,313,845	86,735,007
Other kinds of lard, lbs.	8,257,957	8,140,970	5,951,246
D. S. cl. bellies, made since Oct. 1, '34, lbs.	3,781,651	3,819,960	11,746,446
D. S. cl. bellies, made previous to Oct. 1, '34, lbs.			3,722,529
D. S. rib bellies, made since Oct. 1, '34, lbs.	1,346,307	1,279,673	1,358,460
D. S. rib bellies, made previous to Oct. 1, '34, lbs.			40,888
Ex. sh. cl. sides, made since Oct. 1, '34, lbs.	8,600	4,200	900

NEW YORK MEAT SUPPLIES

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended Jan. 12, 1935, with comparisons:

	Week ended Jan. 12, 1935.	Prev. week.	Cor. week, 1934.
West. drsd. meats:			
Steers, carcasses	10,489	7,554	8,828
Cows, carcasses	1,770	861	645
Bulls, carcasses	322	291	250
Veals, carcasses	14,127	9,149	11,763
Lambs, carcasses	28,699	27,885	42,947
Mutton, carcasses	840	646	2,023
Beef cuts, lbs.	604,426	484,667	465,807
Pork cuts, lbs.	2,206,622	2,132,019	2,906,113
Local slaughters:			
Cattle	10,210	9,126	9,645
Calves	13,782	12,885	13,534
Hogs	41,479	37,944	51,691
Sheep	58,236	53,295	65,337

LARD AND GREASE EXPORTS

Exports of lard from New York City, Jan. 1, 1935, to Jan. 16, 1935, totaled 1,167,451 lbs.; tallow, none; greases, none; stearine, 87,600 lbs.

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, JANUARY 12, 1935.				
	Open.	High.	Low.	Close.
LARD—				
Jan.	12.70			12.70
Mar.				12.80n
May	12.90-12.75	12.92½	12.75	12.87½-12.90
July	12.82½-13.00	13.10	12.87½	13.05ax
Sept.	13.15-13.05	13.15	13.05	13.12½b
CLEAR BELLIES—				
Jan.				16.00nx
May	15.95-16.00	16.22½	15.95	16.02½
July	16.15	16.20	16.10	16.20
MONDAY, JANUARY 14, 1935.				
LARD—				
Jan.	12.65	12.65	12.60	12.60ax
Mar.				12.70n
May	12.87½-90	12.95	12.80	12.82½b
July	13.05	13.07½	13.00	13.00
Sept.	13.05	13.17½	13.05	13.07½
CLEAR BELLIES—				
Jan.				15.95ax
May	16.12½	16.12½	16.10	16.10
July				16.20b
TUESDAY, JANUARY 15, 1935.				
LARD—				
Jan.	12.60	12.60	12.30	12.35ax
Mar.				12.45n
May	12.80-75	12.85	12.45	12.52½-55b
July	12.95	13.00	12.60	12.65-70
Sept.	13.02½	13.07½	12.72½	12.72½-75b
CLEAR BELLIES—				
Jan.				15.75ax
May	16.10	16.10	15.60	15.60ax
July				15.70ax

WEDNESDAY, JANUARY 16, 1935.

LARD—				
Jan.	12.32½	12.40	12.32½	12.40b
Mar.				12.50n
May	12.52½-45	12.67½	12.45	12.65
July	12.70-55	12.87½	12.55	12.82½
Sept.	12.75-67½	12.90	12.67½	12.90
CLEAR BELLIES—				
Jan.				15.65ax
May	15.60-50	15.70	15.42½	15.65ax
July	15.70-60	15.80	15.60	15.75ax
THURSDAY, JANUARY 17, 1935.				
LARD—				
Jan.	12.00	12.67½	12.00	12.67½b
Mar.				12.80n
May	12.90	12.95	12.77½	12.95ax
July	12.90	13.12½	12.90	13.07½b
Sept.	12.97½	13.15	12.97½	13.15ax
CLEAR BELLIES—				
Jan.				15.65b
May	15.80	15.92½	15.80	15.90ax
July	16.10			16.10ax

FRIDAY, JANUARY 18, 1935.

LARD—				
Jan.	12.90	12.97½	12.90	12.97½
Mar.				13.05n
May	13.00-07½	13.15	13.00	13.12½-15
July	13.15-22½	13.30	13.15	13.30b
Sept.	13.32½	13.37½	13.30	13.37½b
CLEAR BELLIES—				
Jan.				15.70b
May	16.00			15.85ax
July	16.20	16.20	16.10	16.10

Key: ax, asked; b, bid; n, nom.; —, split.

PHILADELPHIA MEAT SUPPLIES

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Jan. 12, 1935:

	Week ended Jan. 12, 1935.	Prev. week.	Cor. week, 1934.
West. drsd. meats:			
Steers, carcasses	2,346	2,029	2,482
Cows, carcasses	1,020	923	878
Bulls, carcasses	258	188	280
Veals, carcasses	1,774	960	1,535
Lambs, carcasses	10,336	9,789	9,412
Mutton, carcasses	298	273	579
Pork, lbs.	265,670	265,592	488,481
Local slaughters:			
Cattle	2,043	2,236	1,710
Calves	3,023	3,401	2,671
Hogs	12,504	15,714	19,250
Sheep	5,114	5,182	5,291

CASH PRICES

Based on actual carlot trading Thursday, January 17, 1935.

REGULAR HAM.

	Green.	*S. P.
8-10	16	14%
10-12	16	14%
12-14	16½	15%
14-16	16½@17	15½%
16-18	16½	16%

BOILING HAM.

	Green.	*S. P.
16-18	17½	16½%
18-20	17½	16½%
20-22	17½	16½%
22-24	17½	16½%

SKINNED HAM.

	Green.	*S. P.
10-12	16½	16
12-14	17½	16½%
14-16	18½	17½%
16-18	18½	17½%
18-20	18½	17½%
20-22	19	18½%
22-24	19	18½%
24-26	19	18½%
26-30	19	18½%
30-35	19	18½%

PICNICS.

	Green.	*S. P.
4-6	10½	10
6-8	10½	10
8-10	10½	10
10-12	10½	10
12-14	10½	10

Short shank ½c over.

BELLIES.

(Square cut seedless)

(S. P. ½c under D. C.)

	Green.	*D. C.
6-8	19	19
8-10	19	19½
10-12	19	19½
12-14	19	19½
14-16	19	19½
16-18	19	19½

*Quotations represent No. 1 new cure.

D. S. BELLIES.

	Clear.	Rib.
14-16	15½	15½
16-18	15½	15½
18-20	15½	15½
20-25	15½	15½
25-30	15½	15½
30-35	15½	15½
35-40	15½	15½
40-50	15	15
50-60	14½	14½

D. S. FAT BACKS.

6-8	11
8-10	11½
10-12	12½
12-14	13½
14-16	14½
16-18	14½
18-20	14½
20-25	14½

OTHER D. S. MEATS.

Extra Short Clears	35-45	15½n
Extra Short Ribs	35-45	15½n
Regular Plates	6-8	11½
Clear Plates	4-6	10½
Jowl Butts		10½
Green Square Jowls		13½
Green Rough Jowls		11½

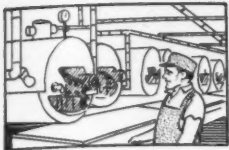
LARD.

Prime Steam, cash	12.70b
Prime Steam, loose	12.50b
Refined, boxed, N. Y.—Export	unquoted
Neutral, in tierces	14.25
Raw Leaf	12.50

BOSTON MEAT SUPPLIES

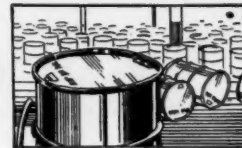
Receipts of Western dressed meats at Boston, week ended Jan. 12, 1935:

	Week ended Jan. 12, 1935.	Prev. week.	Cor. week, 1934.
West. drsd. meats:			
Steers, carcasses	2,141	2,287	3,205
Cows, carcasses	1,729	1,914	1,719
Bulls, carcasses	7		13
Veals, carcasses	1,027	715	1,036
Lambs, carcasses	16,006	14,317	21,265
Mutton, carcasses	428	115	1,012
Pork, lbs.	174,567	135,841	355,688



Tallow and Greases

Weekly Market Review



TALLOW—A fair volume of activity and an easier market featured tallow the past week, extra at New York selling off $\frac{1}{4}$ c from the recent best levels. Around the high point, the demand quieted materially, some 650,000 to 750,000 lbs. of extra changing hands at $5\frac{1}{2}$ c f.o.b. compared with the previous levels of $5\frac{1}{2}$ c f.o.b. Buying interest continued in evidence at the lower levels, but the larger producers were more or less withdrawn.

The action of the market appeared to be more or less in line with the general setback in commodities following the uncertainties over the gold situation in Washington. There was no material enlargement in offerings, and indications still were that production in the immediate future would be of comparative moderate proportions.

At New York special was quoted at $5\frac{1}{2}$ c; extra at $5\frac{1}{2}$ c; edible, $8\frac{1}{2}$ c f.o.b.

At Chicago, the market was about steady on tallow with the movement light due to lack of selling pressure. Edible was quoted at 8c; fancy, $6\frac{1}{2}$ c; prime packer, $6\frac{1}{4}$ @ $6\frac{1}{2}$ c; special, 6c, and No. 1 at $5\frac{1}{2}$ c.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow moved up 6d with Jan.-Feb. shipment quoted at 24s 9d, while Australian good mixed at Liverpool, Jan.-Feb. shipment was also 6d higher than a week ago at 24s 9d.

STEARINE—The market was moderately active and about steady at New York with the last business in oleo at $9\frac{1}{2}$ c and prices quoted around that level. At Chicago, the market was quiet and barely steady; oleo, $9\frac{1}{4}$ c.

OLEO OIL—The market was quiet and more or less routine at New York but the tone was firm with extra quoted at $11\frac{1}{2}$ c; prime, $10\frac{1}{2}$ @ 11 c and lower grades, 10c. At Chicago, the market was steady with trade moderate and extra quoted at $10\frac{1}{2}$ c.

(See page 35 for later markets.)

LARD OIL—Trade was routine and the market steady at New York with No. 1 in barrels quoted at $8\frac{1}{4}$ c; No. 2, 8c; extra, 9c; extra No. 1, $8\frac{1}{4}$ c; winter strained, $9\frac{1}{4}$ c; prime, $14\frac{1}{2}$ c.

NEATFOOT OIL—Demand was moderate but the market held very steadily with cold pressed New York quoted at $16\frac{1}{2}$ c; extra, 9c; No. 1, $8\frac{1}{4}$ c; pure, 12c.

GREASES—Activity was rather limited in grease markets at New York the past week, but tone on the whole was easier. A slight lowering in tallow prices, and unsettlement in commodities in general, made for a situation in greases where buyers were inclined to back away, but offerings were not pressed. On yellow and house, bids of $5\frac{1}{4}$ c, f.o.b. were in the market but sellers were holding firmly at the last paid prices of $\frac{1}{2}$ @ $\frac{1}{4}$ c more. At New York, yellow and house was quoted at $5\frac{1}{2}$ @ $5\frac{1}{2}$ c; A white, $5\frac{1}{2}$ @ $5\frac{1}{2}$ c; B white, $5\frac{1}{2}$ @ $5\frac{1}{2}$ c and choice white, $6\frac{1}{2}$ c nominal.

At Chicago, trade was rather slow in greases but in spite of the light movement, prices held firmly with brown quoted at $4\frac{1}{2}$ @ 5 c; yellow, $5\frac{1}{2}$ @ $5\frac{1}{2}$ c and choice white, $6\frac{1}{2}$ c nominal.

BY-PRODUCTS MARKETS

Chicago, Jan. 17, 1935.

Blood.

Last sales unground dried blood $\$3.65$ per unit ammonia, Chicago and River markets.

	Unit	Ammonia.
Ground	$\$3.70$	$\$3.80$
Unground	3.00	3.65

Digester Feed Tankage Materials

Feeding tankage market quiet. Buyers showing little disposition to trade. Sellers asking somewhat higher prices.

	Unit	Ammonia.
Unground, 10 to 12% ammonia	$\$3.40$	$\$3.50$ & $10c$
Unground, 8 to 10%	3.00	$\$3.50$ & $10c$
Liquid stick	$\$2.50$	

Dry Rendered Tankage

Buyers playing a waiting game in this market, which has been slow during the week. Production light.

Hard pressed and exp. unground per unit protein	$\$.65$	$\$.70$
Soft prod. pork, ac. grease & quality, ton	$\$50.00$	
Soft prod. beef, ac. grease & quality, ton	$\$45.00$	

Packhouse Feeds.

Little change in this market from week ago. Demand good.

	Carlots.
Digester tankage meat meal 60%	$\$50.00$
Meat and bone scraps, 50%	$\$50.00$
Steam bone meal, 65%, special feeding, per ton	$\$35.00$
Raw bone meal for feeding	$\$35.00$

Fertilizer Materials.

Prices quoted on fertilizer materials are applicable to January-February shipment.

High grd. tankage, ground, 10@12% am.	$\$2.60$ & $10c$
Bone tankage, ungrd., low gd., per ton	$\$15.00$
Hoof meal	$\$2.60$

Horns, Bones and Hoofs.

Little change; prices largely nominal.

Horns, according to grade	$\$55.00$ @ $\$5.00$
Mfg. shin bones	$\$55.00$ @ $\$5.00$
Cattle hoofs	$\$25.50$ @ $\$25.00$
Junk bones	$\$14.00$

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Bone Meals (Fertilizer Grades.)

Market unchanged.

Steam, ground, 3 & 50	$\$16.50$ @ $\$17.00$
Steam, unground, 3 & 50	$\$13.00$

Gelatine and Glue Stocks.

Car lots of calf trimmings, calf and hide trimmings mixed, and sinews and pizzles are offered. Prices largely nominal, with some strength in hide trimmings.

Kip stock	$\$10.00$
Calf stock	$\$18.00$
Sinews, pizzles	$\$10.00$
Horns, piths	$\$16.00$
Cattle jaws, skulls and knuckles	17.00 @ $\$17.50$
Hide trimmings (new style)	$\$7.00$
Hide trimmings (old style)	$\$10.00$
Pig skin scraps and trim, per lb.	$6c$ @ $6\frac{1}{2}c$

Animal Hair.

Market nominal.

Summer coil and field dried	$\$1$ cn
Winter coil dried	$\$2\frac{1}{2}$ cn
Processed, black, winter, per lb.	$\$6\frac{1}{2}$ cn
Processed, grey, winter, per lb.	$\$5\frac{1}{2}$ cn
Cattle switches, each	$1\frac{1}{2}$ @ $1\frac{1}{2}$ cn

*According to count.

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, Jan. 16, 1935.

Ground tankage sold at $\$2.75$ and 10c, basis f.o.b. New York, which is the present quotation. The last sale of unground tankage was made at $\$2.50$ and 10c, f.o.b. local shipping points. One seller is holding ground tankage at $\$3.00$ and 10c f.o.b. New York.

Ground dried blood sold at $\$3.25$ per unit f.o.b. New York, which is the present quotation. South American for February shipment is offered at $\$3.10$ per unit, c.i.f.

Dry rendered tankage is a little easier in price with a lessened demand.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: January to June, 1935, inclusive	$\$24.00$
Ammonium sulphate, double bags, per 100 lbs. f.u.s. New York	nominal
Blood dried, 16% per unit	$\$3.25$
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory	nominal
Fish meal, foreign, 11% ammonia, 10% B. P. L. c.i.f.	$\$34.00$
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.00 & $50c$
Soda nitrate, per net ton; bulk, January to June, 1935, inclusive	$\$23.50$
in 200-lb. bags	$\$24.80$
in 100-lb. bags	$\$25.50$
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.75 & $10c$
Tankage, unground, 9@10% ammonia, 15% B. P. L. bulk	2.50 & $10c$

Phosphates.	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	$\$23.50$
Bone meal, raw, $4\frac{1}{2}$ and 50 bags, per ton, c.i.f.	$\$25.00$
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	$\$8.50$

Potash Salt.	
Manure salt, 30% bulk, per ton	$\$12.90$
Kalnit, 14% bulk, per ton	$\$8.50$
Muriate in bulk, per ton, 40c unit K ₂ O	$\$35.00$
Sulphate in bags, per ton	
Shipment January to April, 1935	

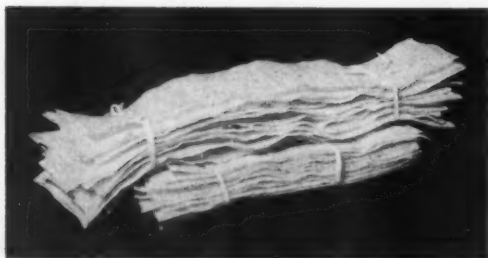
Dry Rendered Tankage.

50% unground	$\$5$
60% ground	$\$6.5$

"PEL-O-CEL'S *Beauty's*



Introducing **EXPERT WITNESS No. 4**
JOSEPH F. HEJNA, Arnold Busch Co.,
 Chicago. Mr. Hejna is well known to the
 sausage industry. His company enjoys the
 highest regard among manufacturers, dealers
 and consumers of Summer Sausage and Salami.



Chicago Eye-Witness' Test name



.. Try the **PEL-O-CEL CASE** *without obligation*

We will be only too glad to send you several
 PEL-O-CEL Casings. Simply soak these samples in
 lukewarm water for ten minutes—then give them

the works! The results will amaze you. Your
trial of the PEL-O-CEL Case involves no obliga-
 tion . . . Write to-day!



It's more than Skin Deep!

names **POROSITY** as the Vital Factor of the "CASE"

- In Presenting The PEL-O-CEL "CASE" to America's Grand Jury of Sausage Makers We Regard, as Expert, the Opinion of Jos. F. Hejna, Arnold Busch Co., Chicago . . .

MR. HEJNA, being fully qualified to speak for the Pel-O-Cel Case, takes the stand . . . Here's the question—"Mr. Hejna, state that 'Pel-O-Cel's Beauty' is more than Skin Deep". Please explain this expressive summary to the jury."

Mr. Hejna Answers—

My idea of sausage beauty goes right into the heart of the matter, for that's where you find flavor. This fullness of flavor is dependent upon the casing. It must be more than good-looking—its construction must include tiny gate-ways for the admission of smoke—for the assurance of flavor. That's one reason why PEL-O-CEL beauty is more than skin deep. Under a microscope you can see these tiny pores that *welcomingly* take the flavor—giving hickory smoke. Furthermore . . . as sausage dries and cures the casing clings skin-tight.

We've found PEL-O-CEL Casings perfect for use in stuffing Summer Sausage and Salami. These casings are giants of strength—they possess every essential of the *natural* PLUS uniformity—they stuff well, look well—and, as I conclude,

please remember this . . . that old-fashioned, smoky flavor is something that tickles your palate!"

Thank you, Mr. Hejna! . . . Flavor Is Important!

If a synthetic casing is to fully justify the industry's adoption, then it must contribute the most desirable advantage of the natural casing, namely, POROSITY. Through porosity, we inject and preserve flavor—smoke can properly penetrate. Curing becomes thorough.

PEL-O-CEL features of elasticity and shrinkage are obtained by careful chemical treatment of the material during the process of manufacture. The features of strength and uniformity are obtained through the reinforcement of the cellulose by means of a vegetable fibrous base. This combination produces still another much appreciated advantage—the casing can be pricked without fear of tearing it.

PEL-O-CEL Casings are the only casings consisting of a cellulose and vegetable fibrous base. They are protected by patents in U. S. A. and foreign countries.

EXHIBIT A . . . Micro-photo Reproduction of a Section of the PEL-O-CEL Casing

(THE BLACK DOTS ARE THE PORES)

The reproduction to the left is a photo-engraving that represents a small section of the PEL-O-CEL Casing . . . as seen through the microscope. Naturally, this print is greatly enlarged—and yet you will note the pores (their position being indicated by black dots) scattered between the long, sinewy fibres. It is through these pores that the casing breathes—thus allowing the smoke to properly penetrate into the meat.



PEL-O-CEL PRODUCTS CORPORATION

442 TWELFTH STREET

BROOKLYN, NEW YORK

CASINGS

PRODUCTION AND CONSUMPTION OF COTTON SEED AND PRODUCTS

Cotton seed received, crushed, and on hand, and cottonseed products manufactured, shipped out, and on hand for four months, ended December 31, 1934, and 1933.

COTTON SEED RECEIVED, CRUSHED, AND ON HAND (TONS).

	Received at mills*		Crushed		On hand at mills	
	Aug. 1 to Dec. 31, 1934.	1933.	Aug. 1 to Dec. 31, 1934.	1933.	Aug. 1 to Dec. 31, 1934.	1933.
United States	3,077,654	3,503,827	2,183,177	2,426,991	1,117,238	1,297,774
Alabama	252,896	182,072	182,501	126,672	80,584	58,364
Arizona	35,631	30,483	25,429	17,549	8,330	12,845
Arkansas	264,253	281,680	177,658	190,858	91,676	106,792
California	95,795	71,596	60,669	41,917	35,306	32,606
Georgia	376,980	264,834	262,080	205,081	140,920	71,244
Louisiana	142,422	125,594	120,487	85,507	25,475	42,805
Mississippi	451,566	413,490	261,585	225,640	209,219	199,587
North Carolina	218,567	186,843	153,798	141,638	66,710	45,710
Oklahoma	83,529	340,191	63,577	253,114	37,957	114,359
South Carolina	174,316	126,912	135,819	106,577	39,568	20,971
Tennessee	269,182	259,873	181,083	197,174	113,313	107,971
Texas	643,821	1,160,110	514,169	798,762	234,413	460,651
All other states	68,641	60,169	44,322	36,342	24,767	23,869

*Includes seed destroyed at mills but not 222,761 tons and 220,938 tons on hand Aug. 1 nor 55,499 tons and 24,056 tons reshipped for 1934 and 1933 respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

Item.	Season.	On hand		Produced Aug. 1 to Dec. 31, 1934.		Shipped out Aug. 1 to Dec. 31, 1934.		On hand	
		Aug. 1, 1934.	Aug. 1, 1933.	Aug. 1, 1934.	Aug. 1, 1933.	Aug. 1, 1934.	Aug. 1, 1933.	Aug. 1, 1934.	Aug. 1, 1933.
Crude oil	1934-35	34,400,287	34,400,287	671,571,981	644,953,593	95,266,790	170,430,329	170,430,329	170,430,329
(pounds)	1933-34	51,269,417	51,269,417	750,349,682	649,927,349	170,430,329	170,430,329	170,430,329	170,430,329
Refined oil	1934-35	1656,804,830	1656,804,830	554,088,829	554,088,829	1516,717,045	1516,717,045	1516,717,045	1516,717,045
(pounds)	1933-34	676,331,574	676,331,574	566,423,527	566,423,527	769,101,513	769,101,513	769,101,513	769,101,513
Cake and meal	1934-35	124,572	124,572	989,030	703,280	320,322	320,322	320,322	320,322
(tons)	1933-34	160,874	160,874	1,096,102	944,518	312,458	312,458	312,458	312,458
Hulls	1934-35	30,558	30,558	564,134	409,295	185,797	185,797	185,797	185,797
(tons)	1933-34	76,086	76,086	652,336	604,593	124,427	124,427	124,427	124,427
Linters	1934-35	75,958	75,958	474,715	384,331	166,142	166,142	166,142	166,142
(running bales)	1933-34	70,786	70,786	437,433	346,538	161,681	161,681	161,681	161,681
Hull, fiber	1934-35	646	646	29,653	26,685	3,614	3,614	3,614	3,614
(500-lb. bales)	1933-34	985	985	28,180	24,933	4,232	4,232	4,232	4,232
Grabbots, motes, etc.	1934-35	3,970	3,970	19,917	13,981	9,906	9,906	9,906	9,906
(500-lb. bales)	1933-34	3,216	3,216	19,414	14,400	8,221	8,221	8,221	8,221

*Includes 4,378,638 and 23,948,523 pounds held by refining and manufacturing establishments and 9,908,880 and 24,677,110 pounds in transit to refiners and consumers August 1, 1934, and December 31, 1934, respectively.

†Includes 3,905,195 and 7,144,355 pounds held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 5,153,478 and 9,266,649 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., August 1, 1934, and December 31, 1934, respectively.

**Produced from 608,755,135 pounds of crude oil.

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., Jan. 17, 1935.—Cotton oil futures up thirty to forty points for week, whereas lard is down ½c lb. from top for same period. Unexpectedly small allotment to cotton growers for next year's crop caused quick advance in cotton oil to new high levels for season. Crude, 9½c lb. bid, 10c lb. asked, after few sales yesterday at 9½c lb. Bleachable steady at 10% @10½c lb., loose New Orleans. Soap-stock and black grease strong and higher but still too low compared to tallow and greases generally. Strength in cotton oil, while other markets showed acute weakness is expected to broaden trading considerably.

Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., Jan. 17, 1935.—Crude cottonseed oil nominal 9½c lb. for Valley; forty-one per cent protein cottonseed meal, \$34.00.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., Jan. 17, 1935.—Prime cottonseed oil, 9½c lb.; forty-three per cent meal, \$38.50; hulls, \$11.50.

Watch the "Wanted" and "For Sale" pages in THE NATIONAL PROVISIONER for bargains in equipment.

Refining Edible Oils

Up-to-date practices in refining edible oils and their manufacture into shortening and salad dressings have resulted in product of superior keeping quality, fine flavor, good color and desirable consistency.

This is due to improvement in neutralizing oils, resulting in more complete deodorization and better decolorizing and clarifying. Improved manufacturing equipment has been introduced and great strides have been made in packaging the product for maximum consumer acceptance.

These up-to-date methods, as well as some of the older practices still in use, are described in a series of articles which have appeared in THE NATIONAL PROVISIONER. Copies of these reprints are available at 50c. To secure them, send the following coupon with remittance:

THE NATIONAL PROVISIONER
Old Colony Bldg., Chicago, Ill.

Please send copy of reprint on oil refining and manufacture.

Name.....

Street.....

City.....State.....

(Enclosed find 50c in stamps.)

COTTON OIL TRADING

COTTONSEED OIL—Store oil at New York was easier with the futures, but there was no pressure of offerings while demand was reported fairly good. Crude oil sold in a fair way at 9½c across the cotton belt.

Market transactions at New York:

Friday, January 11, 1935

Spot	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Jan.				1065 a Bid
Feb.				1065 a Bid
Mar.	38	1085	1072	1078 a 1080
April				1078 a 1088
May	72	1087	1072	1080 a trad
June				1080 a 1090
July	70	1084	1072	1079 a 1080
Aug.				1080 a 1090

Sales, 180 contracts; crudes, 9½c bid.

Saturday, January 12, 1935

Spot	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Jan.				1065 a Bid
Feb.				1065 a Bid
Mar.	25	1077	1075	1075 a trad
April				1075 a 1083
May	27	1079	1075	1077 a trad
June				1073 a 1083
July	14	1078	1075	1076 a 1078
Aug.				1076 a 1084

Sales, 66 contracts; crudes, 9½c bid.

Monday, January 14, 1935

Spot	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Jan.				1075 a Bid
Feb.				1070 a Bid
Mar.	8	1083	1076	1077 a trad
April				1073 a 1083
May	35	1085	1077	1081 a 1082
June				1081 a 1090
July	30	1086	1078	1081 a trad
Aug.				1082 a 1092

Sales, 73 contracts; crudes, 9½c bid.

Tuesday, January 15, 1935

Spot	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Jan.				1065 a Bid
Feb.				1065 a Bid
Mar.	56	1076	1067	1071 a 1074
April				1071 a 1081
May	124	1082	1067	1073 a 1074
June				1070 a 1080
July	113	1081	1070	1077 a trad
Aug.				1078 a 1085

Sales, 293 contracts; crudes, 9½c bid.

Wednesday, January 16, 1935

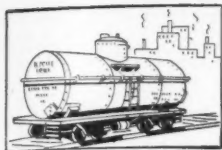
Spot	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Jan.				1070 a Bid
Feb.				1070 a Bid
Mar.	13	1080	1073	1079 a 1080
April				1078 a 1088
May	38	1080	1073	1080 a trad
June				1080 a 1090
July	26	1085	1076	1082 a 1084
Aug.				1082 a 1092

Sales, 77 contracts; crudes, 9½c sales.

Thursday, January 17, 1935

Spot	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Jan.	1245	1238	1246	a 1234
Feb.				1250 a 1233
Mar.	1256	1252	1255	a 1243
April				1257 a 1245
May	1263	1247	1260	a 1247
June				1260 a 1247
July	1264	1248	1261	a 1248

(See page 35 for later markets.)



Vegetable Oils

Weekly Market Review



Trade Large—Market Reacts—Outside Weakness Chief Factor—Liquidation Well Absorbed—Cash Trade Satisfactory—Crude Holding—Washington Developments Awaited.

A continuation of active outside interest in cottonseed oil futures was noted the past week, with turnover on Tuesday of this week nearly 53,000 bbls. but prices reversed their recent action, and sold off about 35 to 40 points from the season's highs.

Liquidation struck the market for a time, largely due to uncertainties over gold clause cases before Supreme Court, which brought about a sharp slump in foreign exchange rates, to a point where gold could be imported profitably. Notwithstanding this, there was a tendency to await the high court's decision.

Strengthening of the dollar naturally had an adverse influence on commodity prices in general and cotton oil was no exception. Grain markets slumped readily as did cotton, while lard broke in sympathy, thereby affecting cottonseed oil. Brokers with trade and refiners' connections were free buyers of oil on a scale down however. The action of the market led ring shorts to cover, and materially improved technical position of the market.

Oil Readily Absorbed

The ease with which the huge volume of oil that was thrown on the market was readily absorbed surprised everyone and prices recovered part of the losses. There was nothing particularly new within cottonseed oil itself. Generally, the situation continued a strong one. Crude oil sold at 9½¢ across the belt in a fair way.

Cash oil trade was reported routine but satisfactory. The December statistical report was bullishly construed,

with consumption last month 250,347 bbls. against 190,823 bbls. in 1933. This brought the consumption for five months this season to 1,757,000 bbls. against 1,184,000 bbls. the same time last season. The visible supply at beginning of this month totaled 2,294,000 bbls. compared with 3,215,000 bbls. the same time last season.

Interest in Legislation

Not only was the gold clause decision anxiously awaited from Washington but likewise there was considerable interest in the prospective Bankhead cotton allotments for the new crop. At the same time, there was more or less uncertainty over prospective legislation in Congress of one kind or another all of which served to unsettle the trading element, but none of which added one barrel of oil to the prospective supplies, nor which took away one barrel from prospective consuming demand.

The lard stocks at Chicago, during the first half of the present month decreased 3,174,000 lbs., totaling 70,279,000 lbs. against 92,685,000 lbs. the same time a year ago.

Crude oil sold in a fair way at 9½¢ across the Belt.

COCOANUT OIL—Demand was quieter and the market barely steady at New York. Sellers were holding firmly at 4½¢ but it was intimated that bids of 4¼¢ might have been accepted.

SOYA BEAN OIL—The market was rather dull the past week and without feature at New York with offerings at 8¢.

CORN OIL—Trade was quieter and the market barely steady, partly due to the setback in cottonoil, with corn oil, New York quoted at 10¢.

PALM OIL—The market was stronger at New York on Nigre oil, which was quoted around 4¢ while Sumatra

was quoted at 4@4¼¢ with generally a somewhat better trade reported.

PALM KERNEL OIL—The market was quiet but stronger, with sellers asking 4.10¢ c.i.f. New York.

OLIVE OIL—A steady market prevailed at New York with trade generally quieter and prices unchanged on a basis of 7½¢.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—The market was quiet but rather steady at New York at 9½¢, although easiness elsewhere served to check demand somewhat.

MEMPHIS PRODUCTS MARKETS

(Special Report to The National Provisioner.)

Memphis, Tenn., Jan. 16, 1935.

In an active market, the cottonseed meal futures scored a good comeback as a result of better outside markets and short covering. While trading was well scattered, greatest interest was in March which traded in heavy volume within a range of 90¢, advancing on first sales at \$32.35@33.25. May also showed an advance of \$1.00 over Tuesday's close on sales at a high of \$33.50, as did October at \$32.25. Little or no change was reported in the cash as buyers and sellers were said to be about \$1.00 apart in their views. The close was firm at advances of 65¢@ \$1.00.

Cotton seed was quiet and inactive, closing at unchanged prices.

HULL OIL MARKETS

Hull, England, Jan. 17, 1935. — (By Cable.)—Refined cottonseed oil, 28s 6d; Egyptian crude cottonseed oil, 26s.



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WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products rallied sharply, especially lard, influenced by strength in cotton oil, firmness in hogs and commission house speculative buying. Fair cash trade with some absorption by packing interests. Lowering of import duty on beer from Germany to aid hog products exports also helped.

Cottonseed Oil

Cotton oil was extremely active and independently strong under general buying and broader outside interest. Bankhead allotments on next cotton crop 11,200,000 bales. Selling, which was largely profit taking, was readily absorbed by the market in new season's highs. Crude 9½¢ bid, 19¢ asked.

Quotations on bleachable cottonseed oil at New York Friday noon were: Jan., \$10.95b; Mar., \$11.15@11.19; May, \$11.17@11.19; July, \$11.23@11.25.

Tallow

Tallow, extra, 5½¢ f.o.b.

Stearine

Stearine, 9½¢.

Friday's Lard Markets

New York, Jan. 18, 1935.—Prices are for export; no tax. Lard, prime western, \$11.40@11.50; middle western, \$11.40@11.50; city, 10½@10¾¢; refined Continent, 11½¢; South American, 11½¢; Brazil kegs, 11½¢; compound, 13¼¢ in carlots.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, Jan. 18, 1935.

General provision market steady but firm; good demand for hams; fair demand for lard.

Friday's prices were: Hams, American cut, 93s; hams, long cut, 90s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 70s; Wiltshires, unquoted; Cumberlands, exhausted, Canadian Wiltshires, 74s; Canadian Cumberlands, 62s; spot lard, 59s 6d.

MEAT AND LARD EXPORTS

Exports of lard, bacon, and hams through the port of New York during the first four days of the current week totaled 328,285 lbs. of lard and 388,055 lbs. of meat.

Lard exports from the United States for the full week ended Jan. 12, 1935, totaled 1,313,836 lbs. against 12,459,860 lbs. for the same week in 1934. For the packer year to date, exports of lard

have totaled 38,871,874 lbs. against 97,852,419 lbs. for the 1933-34 period.

Bacon and ham exports for the week ended Jan. 12, 1935, totaled 3,693,500 lbs. against 3,208,000 lbs. for the corresponding week in 1934. For the packer year to date, exports of these products totaled 25,313,650 lbs. against 24,511,760 lbs. for the 1933-34 period.

BRITISH PROVISION IMPORTS

Liverpool provision imports during December, 1934:

	Dec., 1934
Bacon (including shoulders) cwts.	31,482
Hams, cwts.	26,614
Lard, tons	923

The approximate weekly consumption ex Liverpool stocks is given below:

	Bacon, cwts.	Hams, cwts.	Lard, tons.
Dec., 1934	6,050	7,007	405
Nov., 1934	2,928	6,223	445
Dec., 1933	5,748	6,742	393

BRITISH HAM QUOTA

(Continued from page 25.)

for curing were first established by the British government early in 1934, in order to take care of the requirements of the trade in Scotland, where a special demand existed for hams cured locally from frozen pork imported from the United States. Regulations enacted during 1933 under the British pigs and bacon marketing act had prohibited the processing of imported frozen pork for sale in the British market. As a concession to the trade in Scotland, however, the government agreed to permit the importation of frozen green hams for curing up to the average quantity imported during the three years 1930, 1931, and 1932.

The quantity of frozen green hams imported for that purpose from the United States during the three base years averaged 1,173,000 lbs. annually, or roughly 98,000 lbs. per month. Maximum imports from the United States of frozen pork for curing accordingly were fixed at 980,000 lbs. for the first ten months, March 1 to Dec. 31, 1934.

Subsequently the British government decided to apply quota restrictions to all frozen pork imports. An official announcement of August 29, 1934, pointed out that in view of the marked increase in the British imports of frozen pork in recent years it was deemed advisable to regulate and control future imports from all countries. Imports for the first quarter of 1935 were accordingly limited on Oct. 26, 1934, to the average quantities imported from the respective countries in the first quarter of the years, 1932, 1933 and 1934. This meant that the United States frozen pork quota for the first quarter of the current year would be limited to approximately 4,592,000 lbs.

PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended Jan. 12, 1935:

	Week ended Jan. 12, 1935, bbls.	Week ended Jan. 13, 1934, bbls.	Nov. 1, 1934 to Jan. 12, 1935, bbls.
Total	180	103	680
United Kingdom	82	82	442
Continent	180	21	247

BACON AND HAMS.

	M lbs.	M lbs.	M lbs.
Total	3,696	3,208	25,313
United Kingdom	3,696	3,054	24,859
Continent	118	118	541
West Indies	36	36	21
Other countries	118	118	92

LARD.

	M lbs.	M lbs.	M lbs.
Total	1,313	12,459	38,871
United Kingdom	1,036	7,923	34,450
Continent	88	3,959	2,927
Sth. and Ctl. America	156	156	606
West Indies	180	421	873
B. N. A. Colonies	12	12	12
Other countries	12	12	8

TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
New York	180	540	403
Boston	54	54	29
Philadelphia	54	54	65
New Orleans	180	180	184
St. John, N. B. West	2,000	2,000	392
Hallfax	442	442	150
Total week	180	3,696	1,314
Previous week	103	3,427	2,674
2 weeks ago	85	2,751	2,490
Cor. week, 1934	103	3,208	12,460

SUMMARY OF EXPORTS FROM NOVEMBER 1, 1934, TO JANUARY 12, 1935.

	1934 to 1935 to 1935, 1934.	1934 to 1935 to 1935, 1934.	Increase.	Decrease.
Pork, M lbs.	138	246	108	108
Bacon and Hams, M lbs.	25,313	24,512	801,900	801,900
Lard, M lbs.	38,872	97,852	58,981	58,981

FEEDER CATTLE DECREASE

Forty-six per cent fewer cattle were on feed in corn belt states on January 1, 1935, than at the same time a year ago, according to a recent survey of the U. S. Department of Agriculture. This is the largest decrease in thirteen years of available records.

States east of the Mississippi River showed a decrease of 7 per cent while those west of the river reported a decrease of 57 per cent. Ohio and Indiana reported an increase of 5 and 15 per cent, respectively, while the total in Texas and Oklahoma was only about half as large as a year ago. Estimated cattle on feed in the corn belt states compared with a year ago on January 1 were as follows: Ohio, 105 per cent; Indiana, 115 per cent; Illinois, 85; Michigan, 85; Wisconsin, 88; Minnesota, 80; Iowa, 80; Missouri, 35; South Dakota, 70; Nebraska, 40 per cent, and Kansas, 20 per cent.

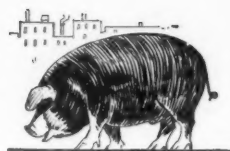
ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to Jan. 18, 1935, show exports from that country were as follows: To the United Kingdom, 131,742 quarters; to the Continent, none. Exports the previous week were: To England, 79,251 quarters; to Continent, 15,547 quarters.



Live Stock Markets

Weekly Review



CHICAGO

Reported by U. S. Bureau of Agricultural Economics.

Chicago, Jan. 17, 1935.

CATTLE—Compared with last Friday: Choice fed steers and yearlings strong to 25c higher with shippers taking bulk of crop. All lower grades very uneven, mostly 25@50c lower, but downturn most apparent on very thin fleshed kinds, which sold exceedingly high at \$8.50 downward late last week, many such cattle this week going on country account. Extreme top, \$12.15, new high; best yearlings, \$12.00; practical top heifer yearlings, \$10.25, but prime 1054-lb. offerings made \$11.35. Liberal supply fed steers at \$11.00 upward, numerous loads fed only four to five months selling \$11.00@11.50; rank and file of crop \$11.00 down to \$7.50, the latter as well as kinds selling down to \$5.50, still high, although unevenly lower than a week ago. Short-feds and all cows unevenly weak to 50c lower. Bulls about steady, and vealers 50c to \$1.00 higher.

HOGS—Compared with last Friday: Market generally 5@10c lower on all classes after being sharply lower at mid-session, particularly on lightweight material. Week's top, \$8.10, with late peak \$8.00. Closing bulk weights above 230 lbs., \$7.90@8.00; 200 to 230 lbs., \$7.75@7.90; 170 to 200 lbs., \$7.50@7.75; light lights, \$7.00@7.50; slaughter pigs, \$5.50@6.75; good packing sows, \$7.25@7.50.

SHEEP—Compared with last Friday: Slaughter lambs, 15@25c lower; sheep strong to higher. Expanded numbers after Monday and dull dressed trade largely responsible for price downturns following new high price extremes on Monday's active session. Week's top, \$9.85, highest for January in five years. Week's bulk, \$9.00@9.60,

but only one day's operations above \$9.35 in appreciable numbers. Top lamb weight yearlings, \$8.60; bulk slaughter ewes, \$4.00@4.75.

KANSAS CITY

Reported by U. S. Bureau of Agricultural Economics.

Kansas City, Kans., Jan. 17, 1935.

CATTLE—Strictly good and choice fed steers and yearlings continued scarce and values held at around steady levels as compared with late last week. The week's top reached \$11.50 on prime 1,133-lb. weights, while choice yearlings made \$11.35. Several loads of good to choice 1,050- to 1,525-lb. steers and yearlings sold at \$10.50@11.00. Bulk of fed supply cashed from \$8@10.25. Bulls declined 15@25c, while vealers sold at steady to 50c higher rates with selected lots up to \$8.50.

HOGS—Closing levels mostly 5 to 10c below last Friday on all grades and weights. Shipping demand has been extremely narrow, due to limited shipping margin. Late top rested at \$8 on best 220-lbs. and up, while bulk of more desirable 200-lbs. and up cleared at \$7.90@8.00. Good to choice 170- to 190-lb. weights sold from \$7.65@7.90, while 140- to 160-lb. selections ranged from \$7.25@7.60. Packing sows about ten cents lower at \$7.25@7.65.

SHEEP—Fat lamb values reached the high point of the season on Monday's session, when packers paid up to \$9.25 for best fed lots. At the finish shippers bought best fed lambs at \$8.85, while packer purchases ranged from \$8.75 down. Choice natives reached \$9 at high spot but most closing sales were made at \$8.50 and below. Mature sheep were scarce and prices are fully 25c higher with best fat ewes selling up to \$4.80.

ST. LOUIS

Reported by U. S. Bureau of Agricultural Economics.

East St. Louis, Ill., Jan. 17, 1935.

CATTLE—Compared with the previous week's close, steers and mixed yearlings and heifers sold steady to 25c lower. Best kinds least affected. Cowstuff weak to 25c lower; bulls, 50@75c lower; vealers, \$1.00 higher. Top 1,083-lb. steers brought \$10.75 with bulk of steers \$6.25@9.75 and most good steers \$8.25@10.00. Mixed yearlings of 702-lb. and straight heifers of 550-lb. average topped at \$8.50. Beef cows bulked at \$3.25@5.00; top, \$6.75, with cutters and low cutters largely \$1.50@2.50. Top sausage bulls registered \$4.40, but closed at top of \$6.25 with late top on vealers \$9.25, the high point of the week.

HOGS—Swine trade was uneven this week, weights above 170 lbs. winding up strong to a point 10c higher and lighter weights steady to 25c or more lower. Thursday top was \$8.10, bulk of hogs going at \$7.50@8.00 and packing sows \$6.85@7.00.

SHEEP—Sheep house supplies were very scanty all week, but values wound up little changed. Lambs bulked at \$9@9.25; top, \$9.85. Throwouts, \$5.50@6.50. Yearlings topped at \$8.00, bulk earning \$7.75. Slaughter ewes realized mostly \$3@4.00.

OMAHA

Reported by U. S. Bureau of Agricultural Economics.

Omaha, Neb., Jan. 17, 1935.

CATTLE—Fed steers and yearlings were moderately uneven during the week, strictly good to choice grades getting active competition and show strength with current prices strong to 25c higher than Friday of last week.

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Medium to good grades were under price pressure and are barely steady to 25c lower. Better grade cows and heifers are strong to 25c higher, other she stock and bulls mostly steady with vealers mostly 50c higher. Choice long fed steers made new high marks for the season with 1095-lb. average at \$11.60.

HOGS—Compared with Friday, 200-lbs. and up, steady to 10c lower. Lighter weights and sows steady to 10c higher. Thursday's top, \$7.85. Bulk good and choice 200- to 325-lb. averages, \$7.65 @7.85; 170 to 200 lbs., \$7.35 to 7.75; 140 to 160 lbs., \$6.50@7.25; slaughter pigs, \$4.75@6.25; packing sows, \$7.50@7.60.

SHEEP—Lamb prices have fluctuated unevenly throughout period and comparisons with last Friday show values 15 to 25c lower. Yearlings and aged sheep are uneven 25@50c higher. Feeders 50 to 75c up. Thursday's bulk sorted native and fed woolled lambs, \$8.65@8.75; week's top, \$9.35. Good and choice fed yearlings, \$7.00@8.00; good and choice ewes, \$3.25@4.75.

ST. PAUL

By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.

So. St. Paul, Minn., Jan. 16, 1935.

CATTLE—Most classes of livestock showed a weaker tendency, slaughter steers and she stock being weak with some bids as much as 25c lower. Medium grade steers cashed at \$6.00@8.00; good mixed yearlings, \$9.00, with a few recent sales at \$10.00@11.25. Plainer steers brought \$4.00@5.50; medium to good heifers, \$5.25@8.00; beef cows, \$3.00@5.00 or better; cutters, \$1.75@2.25; sausage bulls, \$3.75@4.35; good to choice vealers, \$6.50@8.50 or better, common and medium, \$4.00@6.00.

HOGS—Hogs were 10@25c lower; better 210 to 325 lbs., \$7.50@7.60; 170 to 200 lbs., \$7.25@7.50; 140 to 160 lbs., \$6.25@7.15; slaughter pigs, \$4.50@6.25; bulk good sows, \$7.10@7.15.

SHEEP—Lamb trade was very slow today with bids and sales sharply lower. Fat natives sold mostly at \$8.75 or 50c or more lower, with bulk of the fed westerns still unsold late, being held around \$9.00 and above. Fat ewes brought \$3.00@4.25.

SIOUX CITY

Reported by U. S. Bureau of Agricultural Economics.

Sioux City, Ia., Jan. 17, 1935.

CATTLE—Irregular price trends featured slaughter steer and yearling trade this week as best offerings ruled strong to 25 cents higher and others showed uneven 25@50c declines. Small lots of choice long yearlings and medium weight beefs brought \$11.50@11.60. Cars of 950-1,460-lb. weights cashed at \$11@11.35. Beef cows late bulked at \$3@4.25 and most low cutters and cutters turned at \$1.75@2.75. Bulls lost

25c and medium grades closed at \$4.25 down. Vealers reached \$7.50.

HOGS—Hog trade carried a weak undertone and reflected a restricted outlet for fresh pork products at prevailing levels. Compared with last Friday, butchers were rated steady to 10c lower, while packing sows showed 10@20c advances. Late top rested at \$7.85; 190- to 300-lb. butchers cleared at \$7.60 @7.80 with 160- to 190-lb. lights turning at \$7@7.60. Most 140- to 160-lb. light lights cashed at \$6.25@7.00 with slaughter pigs clearing \$5.00@6.25.

SHEEP—Compared last week Friday, values ruled 15@25c lower. Choice fed lambs advanced to \$9.40 for week's top and a new high for the current fed season, but at mid-week best dropped to \$8.85 with bulk better grades \$8.50@8.85. Fat ewes strengthened 25c or more. Few sales \$3.50@4.50 and choice light weights quoted around \$4.75 or slightly higher.

CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., Jan. 17, 1935.

Compared with last week's close, quotations at 22 concentration points and 7 packing plants in Iowa and Minnesota show butchers and packing sows mostly 5c lower. Lighter weight unevenly 10@15c down. Late sales good to choice 220- to 350-lbs. ranged from \$7.50@7.90 with bulk delivered at plants at \$7.70@7.90; long railed loads occasionally above; bulk 200- to 220-lbs., \$7.45@7.80; 180- to 200-lbs., \$7.30@7.60; 160- to 180-lbs., \$6.80@7.40; better light lights, \$6.00@6.85; good packing sows mostly \$6.65@7.05, few \$7.15 or slightly higher.

Receipts unloaded daily for the week ended Jan. 17, 1935, were as follows:

	This week.	Last week.
Fri., Jan. 11.....	25,400	25,200
Sat., Jan. 12.....	17,200	18,200
Mon., Jan. 14.....	31,900	42,000
Tues., Jan. 15.....	14,200	17,800
Wed., Jan. 16.....	28,600	10,000

SPACING HOGS IN COOLER

How about spacing hogs in the cooler? Have your men read chapter 4 of "PORK PACKING," The National Provisioner's latest book?

PACIFIC COAST LIVESTOCK

Livestock receipts at three large West Coast markets for the week ended January 11, 1935, were:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	6,544	1,281	1,012	539
San Francisco	1,200	175	3,500	4,300
North Portland	2,550	205	4,500	6,300

At Los Angeles, in addition to the yards receipts above reported, there were shipped direct to packers 133 cars of cattle, 99 cars of hogs and 73 cars of sheep.

Of the San Francisco receipts reported above, 200 cattle, 120 calves, 1,650 hogs and 3,475 sheep were billed direct to packers.

Portland hog receipts included 1,299 head direct to packers.

RECEIPTS AT CHIEF CENTERS

Combined receipts at principal markets, week ended January 12, 1935:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Jan. 12.....	207,000	377,000	258,000
Previous week	206,000	345,000	198,000
1934	213,000	701,000	286,000
1933	167,000	650,000	346,000
1932	198,000	786,000	407,000
1931	207,000	849,000	344,000

Hogs at 11 markets:	Cattle.	Hogs.	Sheep.
Week ended Jan. 12.....	162,000	275,000	174,000
Previous week	150,000	247,000	140,000
1934	165,000	536,000	223,000
1933	126,000	475,000	261,000
1932	140,000	637,000	323,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Jan. 12.....	162,000	275,000	174,000
Previous week	150,000	247,000	140,000
1934	165,000	536,000	223,000
1933	126,000	475,000	261,000
1932	140,000	637,000	323,000

NEW YORK LIVESTOCK

Receipts of livestock at New York markets for week ended Jan. 12, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	5,020	7,906	6,450	32,153
Central Union	2,728	1,681	.....	11,443
New York	600	2,975	12,830	7,089
Total	8,348	12,562	19,280	50,685
Previous week	8,224	13,174	9,854	89,295
Two weeks ago.....	5,561	7,391	17,825	44,566

DEC. BUFFALO LIVESTOCK

Receipts and disposition of livestock, Buffalo, N. Y., for December, 1934:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	20,587	21,089	56,698	85,561
Shipments	6,768	16,552	38,628	70,745
Local slaughter	14,160	4,571	18,018	14,178
1931	26,154,000
1930	28,673,000

KENNETT-MURRAY

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La Fayette, Ind.

Louisville, Ky. Cincinnati, Ohio



Nashville, Tenn. Omaha, Neb.

Indianapolis, Ind.

Montgomery, Ala. Sioux City, Ia.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, January 5, 1935, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,008	3,835	7,532
Swift & Co.	4,590	2,484	13,922
Morris & Co.	2,861	402	5,900
Wilson & Co.	3,927	3,766	5,004
Anglo-Amer. Prov. Co.	1,721	551	...
G. H. Hammond Co.	2,013	...	...
Shippers	10,908	79,822	16,084
Others	16,824	29,272	6,002

Brennan Packing Co., 2,733 hogs; Hygrade Food Products Corp., 1,371 hogs; Agar Pkg. Co., 3,948 hogs.

Total: 47,458 cattle; 9,290 calves; 128,782 hogs; 56,370 sheep.

Not including 917 cattle, 1,874 calves, 23,521 hogs and 9,707 sheep bought direct.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,327	971	2,313	5,000
Cudahy Pkg. Co.	2,162	1,094	913	5,227
Morris & Co.	1,988	624	...	2,002
Swift & Co.	2,859	1,186	3,544	4,118
Wilson & Co.	1,857	881	1,202	4,474
Kornblum & Son.	967	...	...	...
Indpt. Pkg. Co.	...	...	216	...
Shippers	8,399	714	1,410	3,496
Others	1,303	55	475	162

Total: 23,842 cattle; 5,485 calves; 10,073 hogs; 24,485 sheep.

OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	5,140	5,718	2,840	...
Cudahy Pkg. Co.	3,594	3,917	4,404	...
Dold Pkg. Co.	808	3,016	...	...
Morris & Co.	1,552	59	2,114	...
Swift & Co.	4,808	2,922	4,107	...
Others	...	12,768	...	...

Eagle Pkg. Co., 11 cattle; Geo. Hoffman Pkg. Co., 31 cattle; Grl. Omaha Pkg. Co., 32 cattle; Omaha Pkg. Co., 88 cattle; J. Roth & Sons, 60 cattle; So. Omaha Pkg. Co., 60 cattle; Lincoln Pkg. Co., 369 cattle; Wilson & Co., 363 cattle.

Total: 16,856 cattle and calves; 28,400 hogs; 13,504 sheep.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,772	1,006	3,808	2,725
Swift & Co.	2,971	1,042	3,549	2,272
Morris & Co.	1,430	...	843	...
Hunter Pkg. Co.	1,139	...	2,249	211
Hell Pkg. Co.	...	...	1,239	...
Krey Pkg. Co.	...	...	2,700	...
Laclede Pkg. Co.	253	...	718	...
Shippers	4,810	3,585	21,080	1,681
Others	2,457	412	16,299	500

Total: 14,841 cattle; 6,045 calves; 52,575 hogs; 7,309 sheep.

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Sieffelt Pkg. Co.	220	2	347	...
American Pkg. Co.	...	5	90	...
Krey Pkg. Co.	...	...	101	...
Laclede Pkg. Co.	23	...	...	...
Sokolik Pkg. Co.	14	21	...	23
Glaser Pkg. Co.	4	33	...	...
Status Pkg. Co.	4	11	...	...
Shippers	...	95	631	3,138
Others	257	41	207	25

Total: 522 cattle; 208 calves; 1,376 hogs; 3,186 sheep.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,225	556	5,134	7,802
Armour and Co.	3,006	481	4,024	3,340
Others	1,703	133	457	...

Total: 6,934 cattle; 1,170 calves; 10,195 hogs; 11,241 sheep.

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,052	201	8,417	7,905
Armour and Co.	3,488	255	6,271	7,699
Swift & Co.	2,783	206	4,111	3,711
Shippers	1,894	9	7,458	5,694
Others	413	12	...	...

Total: 11,630 cattle; 683 calves; 24,257 hogs; 24,979 sheep.

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,172	740	2,937	877
Wilson & Co.	2,533	707	2,903	842
Others	202	30	293	...

Total: 5,907 cattle; 1,496 calves; 6,133 hogs; 1,719 sheep.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	933	814	1,507	5,079
Dold Pkg. Co.	451	189	1,199	8
Wichita D. B. Co.	24	...	...	...
Dunn-Ostergaard	77	...	...	...
Fred W. Dold Sons	130	...	219	2
Sundflower	101	...	60	...

Total: 1,746 cattle; 1,008 calves; 2,901 hogs; 5,080 sheep.

Not including 493 hogs bought direct.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	824	353	4,179	10,337
Swift & Co.	525	192	3,289	7,701
Others	1,387	216	1,871	4,440

Total: 2,734 cattle; 761 calves; 9,339 hogs; 22,574 sheep.

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,808	4,138	10,243	3,582
Cudahy Pkg. Co.	402	1,695	...	...
Swift & Co.	4,250	6,554	15,016	4,972
United Pkg. Co.	2,544	268	...	1,453
Others	1,569	7	4,941	...

Total: 12,693 cattle; 12,662 calves; 30,100 hogs; 10,007 sheep.

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	3,128	6,814	9,729	1,316
U. D. B. Co.	54	...	...	...
The Layton Co.	...	...	815	...
R. Gunz & Co.	50	1	31	24
Armour and Co.	1,275	3,341	...	...
N. Y. B. D. M. Co.	19	...	...	...
Shippers	126	26	69	12
Others	848	384	25	178

Total: 5,500 cattle; 10,596 calves; 10,660 hogs; 1,530 sheep.

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	2,041	775	10,566	1,583
Armour and Co.	1,372	111	2,109	...
Hilgemeler Bros.	10	...	1,005	...
Brown Bros.	141	21	...	...
Stump Bros.	...	...	88	...
Indiana Prov. Co.	56	19	164	...
Meier Pkg. Co.	82	3	153	...
Schussler Pkg. Co.	28	...	200	...
Maass-Hartman Co.	58	93	...	...
Shippers	2,782	1,613	20,885	4,460
Others	295	105	281	744

Total: 6,963 cattle; 2,746 calves; 35,461 hogs; 11,840 sheep.

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son.	...	...	...	243
Ideal Pkg. Co.	14	...	270	...
E. Kahn's Sons Co.	1,335	201	6,381	454
Kroger G. & B. Co.	2	5	...	...
J. Lorey Pkg. Co.	9	...	93	...
H. H. Meyer Pkg. Co.	32	6	2,545	...
A. Sander Pkg. Co.	5	...	432	...
J. Schlachter's Sons.	233	182	...	38
J. & F. Schroth Pkg.	...	1,857	...	...
John F. Stegner & Co.	414	166	...	197
Shippers	283	485	2,885	37
Others	1,654	626	357	263

Total: 4,004 cattle; 1,671 calves; 14,820 hogs; 1,229 sheep.

Not including 4,263 cattle, 326 calves, 80 hogs and 5 sheep.

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Jan. 12, 1935, with comparisons:

	CATTLE.	Calves.	Hogs.	Sheep.
Week ended Jan. 12, 1935	118,600	221	815,800	221
Previous week	118,600	221	815,800	221
1934	118,600	221	815,800	221
1933	118,600	221	815,800	221
1932	118,600	221	815,800	221
1931	118,600	221	815,800	221
1930	118,600	221	815,800	221
Av. 1930-1934	118,600	221	815,800	221

Total: 161,500 cattle; 152,461 calves; 161,173 hogs; 161,173 sheep.

HOGS.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	128,782	80,875	152,734	...
Kansas City	10,073	10,130	18,954	...
Omaha	28,400	24,781	81,399	...
East St. Louis	52,375	43,019	60,816	...
St. Louis	1,376	1,600	3,535	...
St. Joseph	10,195	11,874	25,281	...
Sioux City	24,257	22,641	65,452	...
Oklahoma City	6,133	4,304	3,942	...
Wichita	2,901	2,884	3,699	...
Denver	9,339	5,131	11,324	...
St. Paul	30,100	30,069	56,854	...
Milwaukee	10,660	9,902	10,710	...
Indianapolis	35,461	33,513	41,548	...
Cincinnati	14,820	11,003	16,230	...

Total: 365,162 cattle; 291,735 calves; 532,478 hogs; 532,478 sheep.

SHEEP.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	56,370	41,362	73,205	...
Kansas City	24,485	16,467	27,906	...
Omaha	13,504	12,007	28,774	...
East St. Louis	7,399	5,691	6,679	...
St. Louis	3,186	805	358	...
St. Joseph	11,241	9,571	19,508	...
Sioux City	24,979	19,568	19,287	...
Oklahoma City	1,719	1,287	709	...
Wichita	5,089	1,408	1,205	...
Denver	22,574	11,006	23,838	...
St. Paul	10,907	14,027	16,426	...
Milwaukee	1,530	1,612	717	...
Indianapolis	11,840	11,544	7,742	...
Cincinnati	1,229	1,442	1,420	...

Total: 195,212 cattle; 147,887 calves; 227,384 hogs; 227,384 sheep.

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 7	14,768	3,461	28,657	19,072
Tues., Jan. 8	8,855	2,571	26,951	6,678
Wed., Jan. 9	11,179	1,702	17,163	8,506
Thurs., Jan. 10	8,486	1,822	19,102	14,355
Fri., Jan. 11	3,677	1,050	18,882	10,680
Sat., Jan. 12	1,900	500	8,000	5,000

Total this week: 47,965 cattle; 11,206 calves; 118,555 hogs; 64,302 sheep.
Previous week: 43,855 cattle; 13,660 calves; 103,574 hogs; 50,581 sheep.
Year ago: 47,422 cattle; 8,573 calves; 208,748 hogs; 72,755 sheep.
Two years ago: 55,773 cattle; 7,945 calves; 169,467 hogs; 87,390 sheep.

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 7	3,462	49	4,498	5,784
Tues., Jan. 8	2,245	299	3,318	2,707
Wed., Jan. 9	3,176	371	2,405	806
Thurs., Jan. 10	1,290	330	3,580	2,379
Fri., Jan. 11	503	277	3,046	3,601
Sat., Jan. 12	100	...	300	1,000

Total this week: 10,786 cattle; 1,326 calves; 17,147 hogs; 16,390 sheep.
Previous week: 10,521 cattle; 1,933 calves; 18,203 hogs; 12,237 sheep.
Year ago: 12,370 cattle; 963 calves; 25,588 hogs; 19,983 sheep.
Two years ago: 11,294 cattle; 574 calves; 26,738 hogs; 37,127 sheep.

Total receipts for month and year to Jan. 12, with comparisons:

	1935.	1934.	Gain.	Loss.
Cattle	78,584	86,772	...	8,188
Calves	21,097	19,004	2,093	...
Hogs	199,881	325,759	...	125,878
Sheep	102,752	138,486	...	35,734

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Jan. 12	\$ 8.80	\$ 7.75	\$ 3.85	\$ 8.75
Previous week	8.35	7.40	3.75	8.40
1934	5.45	3.45	3.30	7.85
1933	5.20	3.10	2.90	5.95
1932	6.80	4.05	2.25	5.70
1931	9.60	7.70	3.25	7.15
1930	13.25	9.65	6.70	13.00
Av. 1930-1934	\$ 8.05	\$ 5.60	\$ 3.50	\$ 8.15

RECEIPTS AT CENTERS

SATURDAY, JANUARY 12, 1935.

	Cattle.	Hogs.	Sheep.
Chicago	900	8,000	6,000
Kansas City	800	250	.....
Omaha	500	500	500
St. Louis	700	3,000	1,000
St. Joseph	200	800	1,000
Sioux City	350	700	1,200
St. Paul	900	1,500	500
Fort Worth	300	500	100
Denver	1,300	1,000	1,800
Louisville	200	300	100
Wichita	200	500	300
Indianapolis	200	2,000	100
Pittsburgh	100	700	.....
Cincinnati	800	1,200	100
Buffalo	100	700	.....
Nashville	100	400	200
Oklahoma City	500	300	100

MONDAY, JANUARY 14, 1935.

Chicago	16,500	24,000	14,000
Kansas City	18,800	3,500	4,500
Omaha	9,000	6,000	6,000
St. Louis	7,200	15,000	2,500
St. Joseph	1,900	5,500	1,800
Sioux City	4,000	4,500	5,000
St. Paul	2,600	3,500	2,200
Fort Worth	2,400	1,200	500
Milwaukee	500	1,200	200
Denver	6,800	3,500	3,900
Louisville	500	500	200
Wichita	400	500	800
Indianapolis	1,300	7,000	3,000
Pittsburgh	700	1,000	1,000
Cincinnati	1,500	4,000	500
Buffalo	1,400	4,800	5,200
Cleveland	1,000	600	2,000
Nashville	200	400	100
Oklahoma City	4,000	600	300

TUESDAY, JANUARY 15, 1935.

Chicago	10,500	27,000	14,000
Kansas City	4,800	2,500	9,000
Omaha	5,500	6,500	6,000
St. Louis	3,800	13,500	2,300
St. Joseph	1,800	6,500	2,000
Sioux City	3,000	6,000	5,000
St. Paul	1,400	7,000	500
Fort Worth	1,400	1,500	500
Milwaukee	900	1,500	200
Denver	800	1,000	3,200
Louisville	100	400	500
Wichita	300	700	900
Indianapolis	2,000	9,000	4,000
Pittsburgh	100	300	800
Cincinnati	1,000	3,300	200
Buffalo	100	800	200
Cleveland	400	600	1,200
Nashville	300	500	200
Oklahoma City	2,500	1,000	800

WEDNESDAY, JANUARY 16, 1935.

Chicago	9,500	23,000	12,000
Kansas City	5,000	2,500	8,000
Omaha	4,500	7,000	6,500
St. Louis	3,200	10,000	1,000
St. Joseph	2,500	3,500	2,500
Sioux City	3,000	5,000	7,000
St. Paul	2,300	4,000	6,000
Fort Worth	1,400	1,200	400
Milwaukee	1,000	1,600	200
Denver	2,000	1,400	7,000
Louisville	100	300	200
Wichita	500	500	100
Indianapolis	1,300	5,000	1,500
Pittsburgh	100	800	500
Cincinnati	400	3,000	200
Buffalo	100	900	500
Cleveland	300	300	2,000
Nashville	200	400	500
Oklahoma City	2,400	1,200	500

THURSDAY, JANUARY 17, 1935.

Chicago	5,100	13,000	13,000
Kansas City	3,100	2,000	8,000
Omaha	2,700	4,000	3,000
St. Louis	3,600	7,000	2,500
St. Joseph	1,000	2,500	2,700
Sioux City	1,500	4,000	5,000
St. Paul	2,000	3,500	1,500
Fort Worth	1,800	1,200	400
Milwaukee	600	1,000	400
Denver	1,000	1,200	2,400
Louisville	100	200	500
Wichita	500	500	800
Indianapolis	500	3,000	2,500
Pittsburgh	100	1,000	1,000
Cincinnati	500	1,800	200
Buffalo	400	500	600
Cleveland	200	500	1,000
Nashville	200	500	400
Oklahoma City	2,800	1,200	400

FRIDAY, JANUARY 18, 1935.

Chicago	2,000	17,000	9,000
Kansas City	1,500	2,000	4,000
Omaha	1,800	6,000	2,500
St. Louis	1,500	2,500	1,500
St. Joseph	600	3,500	2,000
Sioux City	1,500	5,500	3,500
St. Paul	1,400	4,000	1,000
Fort Worth	1,300	1,400	300
Denver	300	1,100	1,400
Louisville	700	700	100
Indianapolis	600	5,000	1,500
Pittsburgh	100	1,000	1,000
Cincinnati	700	4,300	400
Buffalo	300	1,100	1,400
Oklahoma City	2,300	1,400	300

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, Jan. 17, 1935:
Hogs (Soft or oily hogs excluded): CHICAGO. E. ST. LOUIS OMAHA. KANS. CITY. ST. PAUL.

Lt. lt. (140-180 lbs.)	gd-ch.	\$7.00@7.50	\$6.75@7.50	\$6.35@7.35	\$7.00@7.60	\$6.50@7.35
Medium	.....	6.75@7.25	6.50@7.35	5.90@7.15	6.50@7.35	6.00@7.15
Lt. wt. (180-180 lbs.)	gd-ch.	7.25@7.65	7.15@7.75	7.15@7.75	7.25@7.85	7.15@7.80
Medium	.....	7.00@7.40	6.85@7.60	6.75@7.50	7.00@7.50	6.85@7.40
(180-200 lbs.)	gd-ch.	7.40@7.75	7.50@7.90	7.50@7.85	7.50@7.95	7.40@7.75
Medium	.....	7.25@7.60	7.25@7.75	7.25@7.65	7.25@7.75	7.00@7.80
Med. wt. (200-220 lbs.)	gd-ch.	7.60@7.95	7.70@8.10	7.60@7.85	7.75@8.00	7.60@7.75
(220-250 lbs.)	gd-ch.	7.80@8.00	7.90@8.10	7.65@7.85	7.80@8.00	7.65@7.85
Hvy. wt. (250-290 lbs.)	gd-ch.	7.90@8.00	7.90@8.00	7.65@7.80	7.80@8.00	7.60@7.85
(290-350 lbs.)	gd-ch.	7.90@8.00	7.85@8.00	7.65@7.75	7.75@7.95	7.70@7.85

PACKING SOWS:

(275-350 lbs.)	good	7.35@7.60	6.90@7.15	7.50@7.60	7.50@7.65	7.25@7.35
(350-425 lbs.)	good	7.30@7.50	6.85@7.10	7.50@7.60	7.40@7.65	7.25@7.35
(425-550 lbs.)	good	7.25@7.40	6.75@7.70	7.40@7.60	7.25@7.50	7.15@7.30
(275-350 lbs.)	medium	6.50@7.35	6.25@7.35	6.25@7.50	6.50@7.60	6.40@7.25

SLAUGHTER PIGS:

(100-140 lbs.)	gd-ch.	5.25@7.25	4.25@7.00	4.75@6.75	4.75@7.00	5.00@7.00
Medium	.....	4.50@7.00	3.50@6.75	4.00@6.35	3.50@6.50	4.50@6.50
Av. cost & wt. Wed. (pigs ex.)	7.62-240 lbs.	7.56-220 lbs.	7.30-210 lbs.	7.61-218 lbs.	.....	.....

Slaughter Cattle, Calves and Vealers:

STEERS:						
(550-900 lbs.)	choice	9.25@11.50	9.25@11.00	8.75@10.75	8.50@11.00	8.50@10.75
Good	.....	8.00@10.25	7.50@10.25	7.75@10.25	7.50@10.50	7.85@10.00
Medium	.....	6.00@8.25	5.25@8.25	6.00@8.25	5.50@8.25	6.00@8.15
Common	.....	4.00@6.25	4.00@5.75	4.00@6.25	4.00@5.50	3.75@6.15

STEERS:

(900-1100 lbs.)	choice	10.25@12.00	10.25@11.50	10.25@11.50	10.50@11.50	10.00@11.25
Good	.....	8.25@11.00	8.25@10.75	8.25@10.75	8.25@10.75	8.15@10.25
Medium	.....	6.25@8.50	5.75@8.50	6.25@8.50	6.15@8.25	6.15@8.25
Common	.....	4.25@6.75	4.25@6.25	4.25@6.25	4.25@6.75	4.00@6.40

STEERS:

(1100-1300 lbs.)	choice	11.00@12.15	10.75@11.50	10.75@11.00	10.75@11.50	10.25@11.50
Good	.....	8.50@11.00	8.50@10.75	8.50@10.75	8.50@11.00	8.25@10.25
Medium	.....	6.75@9.00	6.25@8.50	6.25@8.75	5.75@8.75	6.40@8.40

STEERS:

(1300-1500 lbs.)	choice	11.00@12.15	10.75@11.50	10.75@11.00	10.75@11.50	10.00@11.25
Good	.....	9.00@11.00	8.50@10.75	8.75@10.75	8.75@10.75	8.25@10.25

HEIFERS:

(550-750 lbs.)	choice	8.50@9.50	8.25@8.75	8.00@8.75	8.25@9.50	7.85@9.00
Good	.....	7.00@8.50	7.00@8.25	6.75@8.00	6.25@8.50	6.75@8.15
Com-med.	.....	3.50@7.00	3.75@7.25	3.75@6.75	3.50@6.75	3.15@7.00

HEIFERS:

(750-900 lbs.)	gd-ch.	7.00@10.25	.....	7.00@9.00	6.75@9.75	6.05@9.25
Com-med.	.....	3.50@7.00	.....	3.75@7.00	3.50@6.75	3.40@6.90

COWS:

Good	.....	4.75@6.50	4.75@6.25	4.75@6.25	5.00@6.00	4.50@5.65
Com-med.	.....	2.75@5.00	3.00@4.75	3.00@4.75	2.75@5.00	2.75@4.50
Low-cut-cut	.....	1.75@2.75	1.25@3.00	1.75@3.00	1.50@2.75	1.50@2.75

BULLS: (Yr. ex.) (Beef):

Good	.....	4.00@5.00	4.25@4.75	4.00@4.75	3.65@4.25	4.25@5.00
Cut-med.	.....	3.50@4.40	3.00@4.25	2.50@4.00	2.25@3.65	2.75@4.50

VEALERS:

Gd-ch	.....	7.25@10.00	8.25@9.25	6.50@9.00	7.00@8.50	6.25@9.00
Medium	.....	6.50@7.25	7.00@8.25	5.00@6.50	5.00@7.00	4.75@6.50
Cul-com.	.....	5.00@6.50	5.00@7.00	3.50@5.00	3.00@5.00	3.00@5.00

CALVES:

(250-500 lbs.)	gd-ch.	5.50@9.00	5.50@8.50	5.25@8.00	5.25@8.25	5.75@8.25
Com-med.	.....	4.00@5.50	3.25@5.50	3.50@5.25	3.00@5.25	3.50@6.00

Slaughter Sheep and Lambs:

LAMBS:						
(90 lbs. down)	gd-ch.	8.25@9.25	8.75@9.75	8.50@8.85	8.25@8.85	8.50@9.50
Com-med.	.....	6.75@8.40	5.50@8.85	6.25@8.50	6.00@8.25	6.00@8.50

YEARLING WETHERS:

(90-110 lbs.)	gd-ch.	6.85@8.25	7.00@8.00	6.75@8.00	7.25@7.75	6.00@7.35
Medium	.....	6.25@7.00	6.00@7.00	6.00@6.75	5.75@7.25	5.00@7.00

EWES:

(90-120 lbs.)	gd-ch.	3.75@5.00	3.50@4.75	3.25@4.75	4.25@4.80	3.50@4.35
(120-150 lbs.)	gd-ch.	3.25@4.75	3.25@4.50	3.00@4.50	4.00@4.50	3.25@4.35
(All weights)	com-med.	3.00@3.75	2.25@3.50	2.00@3.25	2.00@4.25	2.00@3.50

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 16 centers for the week ended Jan. 5, 1935, with comparisons:

	Week ended Jan. 5, 1935.	Prev. week.	Cor. week, 1934.
Chicago	37,467	32,307	33,778
Kansas City	29,227	37,671	24,960
Omaha	18,125	16,415	23,716
East St. Louis	12,491	11,578	15,917
St. Joseph	6,857	7,140	9,336
Sioux City	10,408	7,823	11,422
Wichita	2,740	2,981	2,895
Fort Worth	2,225	3,442	3,442
Philadelphia	2,043	2,236	1,710
Indianapolis	2,280	1,373	2,275
New York & Jersey City	10,210	9,128	9,645
Oklahoma City	7,466	11,035	5,456
Cincinnati	7,527	3,996	3,996
Denver	3,610	3,705	3,641
St. Paul	12,540	10,283	11,142
Milwaukee	5,264	5,108	4,174
Total	168,082	165,803	167,485

LIVESTOCK PRICES COMPARED

Livestock prices at Chicago during December, 1934, with comparisons:

		Dec., 1934.	Nov., 1934.	Dec., 1933.
SLAUGHTER CATTLE AND VEALERS.				
Steers—				
550-900 lbs.,	Choice ...	\$ 8.72	\$ 8.06	\$ 6.41
	Good	7.64	7.04	5.71
	Medium ...	5.71	5.35	4.88
	Common ...	5.72	5.35	3.70
900-1100 lbs.,	Choice ...	9.42	8.69	6.20
	Good	8.08	7.33	5.49
	Medium ...	5.73	5.42	4.62
	Common ...	4.06	3.86	3.61
1100-1300 lbs.,	Choice ...	9.92	9.24	5.76
	Good	8.21	7.72	5.14
	Medium ...	5.90	5.67	4.38
1300-1500 lbs.,	Choice ...	10.06	9.53	5.32
	Good	8.26	7.99	4.56
Heifers—				
550-750 lbs.,	Choice ...	8.04	7.67	6.36
	Good	6.62	6.22	5.42
	Com.&med.	4.14	3.87	3.82
750-900 lbs.,	Gd. & ch.	7.16	6.80	5.41
	Com.&med.	4.15	3.91	3.79
Cows—				
Good		4.40	4.02	3.24
Common & medium		2.88	2.74	2.30
Low cutter & cutter		1.82	1.88	1.64
Bulls (yearlings excluded)—				
Good (beef)		3.38	3.27	3.03
Cutter, com. & med.		2.88	2.62	2.54
Vealers—				
Good and choice		5.87	5.78	5.16
Medium		4.74	4.72	3.82
Cull & common		3.54	3.68	2.92
Calves, 250-500 lbs.—				
Good & choice		5.74	5.53	3.06
Common & medium		3.44	3.31	2.06

HOGS.

Light light, 140-160 lbs.—				
Good and choice		4.84	4.58	3.04
Light weight—				
160-180 lbs., gd. & ch.		5.40	5.20	3.26
180-200 lbs., gd. & ch.		5.83	5.56	3.36
Medium weight—				
200-220 lbs., gd. & ch.		6.14	5.78	3.38
220-250 lbs., gd. & ch.		6.32	5.91	3.36
Heavy weight—				
250-290 lbs., gd. & ch.		6.39	5.97	3.31
290-350 lbs., gd. & ch.		6.39	5.98	3.15
Packing sows—				
275-350 lbs., good		5.95	5.72	2.73
350-425 lbs., good		5.90	5.68	2.61
425-550 lbs., good		5.84	5.60	2.49
275-550 lbs., medium		5.52	5.11	2.44
Slaughter pigs, 100-130 lbs.—				
Good & choice		3.70	3.40	2.40

LAMBS AND SHEEP.

Lambs—				
90 lbs. down, Gd. & ch.		7.50	6.51	7.23
	Com.&med.	6.57	5.79	6.07
90-98 lbs., Gd. & ch.				
98-110 lbs., Gd. & ch.				
Yearling wethers—				
90-110 lbs., Gd. & ch.		6.38	5.73	5.53
	Medium ..	5.64	5.22	4.30
Ewes—				
90-120 lbs., Gd. & ch.		2.80	2.15	2.98
120-150 lbs., Gd. & ch.		2.61	2.03	2.70
All wts., Com.&med.		2.17	1.70	2.05

WEEKLY WOOL REPORT

A very moderate scattered trade was being received in the finer grades of Western grown wools. The week's quotations follow:

Domestic Fleeces, grease basis—	
Ohio & Penn., fine clothing	22@23
Ohio & Penn., fine delaine	27@28
Ohio & Penn., 1/2 blood, combing	28@29
Ohio & Penn., 1/2 blood, clothing	23@24
Ohio & Penn., 3/4 combing	28@29
Ohio & Penn., 1/4 combing	27@28
Ohio & Penn., 1/4 clothing	24@25
Low, 1/4 combing	24@25
Territory, clean basis—	
Fine staple	75@77
Fine, French, combing	68@73
Fine, fine medium, clothing	65@66
1/2 blood, staple	72@74
3/4 blood, staple	65@67
1/4 blood, staple	60@62
Low, 1/4 blood	55@56
Texas, clean basis—	
Choice, 12 months	73@75
Average, 12 months	68@70
Fine, 8 months	63@65
Fall	53@55

CANADIAN LIVESTOCK PRICES

Leading Canadian centers, top livestock price summary, week Jan. 9, 1935:

BUTCHER STEERS.

	Up to 1,050 lbs.	Week ended Jan. 9.	Prev. week.	Same week, 1934.
Toronto	\$ 8.10	\$ 8.00	\$ 8.00	\$ 8.00
Montreal	5.75	5.25	5.50	5.50
Winnipeg	4.50	4.50	4.50	4.50
Calgary	4.50	4.50	4.50	4.10
Edmonton	4.50	4.50	4.50	4.25
Prince Albert	2.50	2.50	2.50	2.50
Moose Jaw	4.00	4.00	4.50	4.50
Saskatoon	4.00	2.75	3.50	3.50

VEAL CALVES.

	\$ 8.50	\$ 9.00	\$ 8.00
Toronto	8.50	8.00	8.50
Montreal	7.00	7.00	7.50
Winnipeg	4.00	4.00	4.25
Calgary	4.50	4.00	5.00
Edmonton	4.00	4.00	4.00
Prince Albert	4.25	3.50	6.00
Moose Jaw	5.00	4.75	5.50
Saskatoon			

SELECT BACON HOGS.

	\$ 9.10	\$ 9.10	\$ 8.00
Toronto	9.10	9.00	8.10
Montreal	7.25	7.25	7.25
Winnipeg	7.25	7.85	6.75
Calgary	7.40	7.75	7.00
Edmonton	7.70	7.60	6.95
Prince Albert	7.85	7.75	7.00
Moose Jaw	7.70	7.60	6.95
Saskatoon			

GOOD LAMBS.

	\$ 8.00	\$ 7.50	\$ 7.50
Toronto	8.00	5.50	6.00
Montreal	6.50	6.00	6.00
Winnipeg	5.50	5.25	5.00
Calgary	5.75	5.25	5.25
Edmonton	4.00	4.00	4.00
Prince Albert	5.50	5.00	5.50
Moose Jaw	4.75	4.75	5.50
Saskatoon			

N. Y. HIDE FUTURE PRICES

Saturday, Jan. 12, 1935—Close: Mar. 9.28b; June 9.65 sale; Sept. 10.03 sale; Dec. 10.37@10.40; sales 148 lots. Closing 14@19 lower. Total sales set a new high record for Saturdays.

Monday, Jan. 14, 1935—Close: Mar. 9.10@9.15; June 9.43@9.48; Sept. 9.80@9.85; Dec. 10.10b; sales 116 lots. Closing 18@27 lower.

Tuesday, Jan. 15, 1935—Close: Mar. 8.85@8.90; June 9.24 sale; Sept. 9.61 sale; Dec. 9.90@10.00; sales 253 lots. Closing 19@25 lower. Total sales a new high record for all time.

Wednesday, Jan. 16, 1935—Close: Mar. 8.95@9.04; June 9.34 sale; Sept. 9.70 sale; Dec. 10.07 sale; sales 97 lots. Closing 9@17 higher.

Thursday, Jan. 17, 1935—Close: Mar. 9.12@9.15; June 9.45@9.47 sales; Sept. 9.85 sale; Dec. 10.15b; sales 52 lots. Closing 8@17 higher.

Friday, Jan. 18, 1935—Close: Mar. 9.12@9.20; June 9.50 sale; Sept. 9.88@9.89; Dec. 10.15@10.24; sales 60 lots. Closing unchanged to 5 higher.

BIDS FOR STORING HIDES

Bids for storing cured hides and skins now being held by packers for account of the FSRC have been asked by that body. Specifications covering these bids are included in schedule 123. Bids will be opened by the FSRC at 10 a. m. Tuesday, January 22. The FSRC states that the hides and skins, which will be packed in bundles, are to be placed in cold storage with the temperature from 32 to 36 deg. or from 40 to 45 deg., or in unrefrigerated cellars suitable for the products.

CHICAGO LIVESTOCK IN 1934

Livestock received at Chicago Union Stock Yards in 1934 was valued at \$216,659,158. This compares with a valuation of \$136,199,767 in 1933. Livestock slaughtered outside the yards was valued at \$20,329,009 in 1934 and at \$13,029,770 in 1933.

FEDERAL SLAUGHTER IN 1934

Slaughter of meat animals under federal inspection in the calendar year 1934 totaled 81,555,315 head. This compares with 78,140,959 head in 1933.

While cattle and calf slaughter in 1934 showed marked increase, hog slaughter declined considerably and slaughter of sheep and lambs was somewhat less.

Slaughter for December and for the 12 months ended with December, 1934, compared with the same period in the preceding year, was as follows:

	*Cattle.	*Calves.	Hogs.	*Sheep & lambs.
Dec., 1934	1,188,196	494,418	4,195,836	1,314,421
Dec., 1933	720,753	401,855	4,529,664	1,360,115
12 mos. ended,				
Dec., '34	13,263,296	7,388,102	43,586,254	17,317,083
Dec., '33	8,655,259	4,906,632	47,225,518	17,333,550

*Government slaughter of cattle and calves occurred during period June to Dec. inclusive 1934; Government slaughter of sheep about middle of Sept. to Nov. inclusive 1934. Totals include Government.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Jan. 18, 1935, with comparisons, are reported as follows:

	Week ended Jan. 18.	Prev. week.	Cor. week, 1934.
Spr. nat. str.	@12 1/2 n 12	@12 1/2 n 10	@10 1/2 n
Hvy. nat. str.	@12	@12	@10
Hvy. Tex. str.	@11	@11	@10
Hvy. butt brnd'd str.	@11	@11	@10
Hvy. Col. str.	@10 1/2	@10 1/2	@9 1/2
Ex-light Tex. str.	@8 1/2	@8 1/2	@9 1/2
Brnd'd cows.	@9	@9	@9 1/2
Hvy. nat. cows.	@9	@9	@9 1/2
Lt. nat. cows.	@9	@9	@10
Nat. bulls ..	@8	@8	@7
Brnd'd bulls.	@7	@7	@6 1/2 n
Calfskins ...14	@10 1/2	@11	14 1/2 @19 1/2
Kips, nat.	@10 1/2	@11	14 @19 1/2
Kips, ov-wt.	@9 1/2	@9 1/2	13 @14
Kips, brnd'd.	@7 1/2	@7 1/2	11 @12
Slunks, reg.	@6 1/2	@6 1/2	70 @75
Slunks, hris. .35	@50	@50	40 @50n

Light native, butt brnd'd and Colorado steers 1c per lb. less than heavies.

CITY AND CHICAGO SMALL PACKERS.

Nat. all-wts.	@8 1/2 n	@8 1/2 n	9 1/2 @10
Branded	@8n	@8n	9 @9 1/2
Nat. bulls ..	@7 1/2 n	@7 1/2 n	@6 1/2 n
Brnd'd bulls.	@6 1/2 n	@6 1/2 n	@6n
Calfskins ...11 1/2	@13	11 1/2 @13	13 @18 1/2
Kips	@9 1/2	@10	12 1/2 @13
Slunks, reg. .40	@50n	40 @50n	60 @55
Slunks, hris. .20	@30n	20 @30n	30 @35

COUNTRY HIDES.

Hvy. steers. 5 1/2	@5 1/2 n	5 1/2 @6	@7n
Hvy. cows .. 5 1/2	@5 1/2 n	5 1/2 @6	@7n
Butts	@6n	6 1/2 @6 1/2	8 @8 1/2
Extremes 7	@7 1/2 n	7 1/2 @7 1/2	9 @8 1/2
Bulls	@4n	3 1/2 @4n	@4 1/2
Calfskins ..	@7 1/2	@7 1/2	9 @9 1/2
Kips	@7	@7	8 1/2 @9
Light calf .25	@40n	25 @40n	50 @60n
Deacons ...25	@40n	25 @40n	50 @60n
Slunks, reg.15	@20n	15 @20n	@20n
Slunks, hris. 5	@10n	5 @10n	@10n
Horsehides .25	@3.00	2.50 @3.00	2.85 @3.50

SHEEPSKINS.

Pkr. lambs.1.35	@1.50	1.40 @1.50	1.95 @2.20n
Sml. pkr. ....	.95	@1.10	95 @1.10
lams .....	.95	@1.10	95 @1.10
Pkr. shearings. 90	@70	80 @70	80 @70
Dry pelts ...11 1/2	@12 1/2	11 @12	16 @16 1/2



Hides and Skins

Weekly Market Review

Chicago

PACKER HIDES—Sentiment in the packer hide market followed the trend of other commodity markets during the week, being influenced mostly by conditions outside the hide market. Under liquidation brought about by uncertainty over the decision on the abrogation of the gold clause, prices on hide futures market declined early in week around 60 points, resulting in tanners withdrawing bids for hides.

Decline in futures market brought out some re-sale offerings of light cows on the part of traders and sales of about 5,000 were reported mid-week at $\frac{1}{2}$ c down. There was a partial recovery in futures market later in the week, helping to firm up the hide market. Bids for hides were scarce throughout the week. Packers, however, held to their last trading prices in quoting offerings.

Late this week, one packer sold 5,000 Dec. light native cows at $8\frac{1}{2}$ c, a decline of $\frac{1}{2}$ c, reported to have gone to an exchange operator or dealer. Same packer, however, declined bids at $\frac{1}{2}$ c off for branded cows, and other packers declined bids on that basis for both light cows and branded cows. This sale was the only business reported this week. Trading on a fair scale is needed to establish the market but packers' views are that other descriptions should not be influenced by this sale of slow moving light cows, despite the mid-winter quality now coming out.

At close of last week, following the sale by one packer of 17,000 hides previously reported, other packers sold total of 22,500 hides at steady prices, including extreme light native steers, butt brands, Colorados, extreme light Texas steers, and branded cows; this movement brought last week's business to a total of 75,000 hides.

Descriptions other than light native cows are being quoted unchanged from last week, with offerings available on that basis and lower bids so far declined.

SMALL PACKER HIDES—Chicago small packer all-weights of current quality quotable late this week in a nominal way around $8@8\frac{1}{2}$ c for native steers and cows; branded, $\frac{1}{2}$ c less. Outside small packer lots have been moving at from $7\frac{1}{2}@8\frac{1}{2}$ c, selected, for best natives, down to around 7c for less desirable lots.

In the Pacific Coast market, trading last week at 9c for steers and 7c for cows, flat, f.o.b. shipping points, grew to a total of about 80,000 Dec. hides, about cleaning up that market.

FOREIGN WET SALTED HIDES—South American market about steady,

with a moderate trade. Total of 12,000 Argentine frigorifico steers were reported early mid-week at 69 paper pesos, equal to about $11\frac{1}{2}$ c, c.i.f. New York, as against 68 $\frac{1}{2}$ pesos or $11\frac{1}{4}$ @ $11\frac{1}{2}$ c paid last week.

COUNTRY HIDES—There has been very little demand for country hides this week at Chicago. The dip in the hide futures market early in the week caused buyers to reduce their ideas of value, but so far as known, lower prices have not been definitely established. As a consequence, the prices quoted are mostly nominal. All-weights quoted around $5\frac{1}{2}$ c, untrimmed, to $5\frac{1}{4}@6$ c, trimmed, selected, delivered; some buyers' not willing to pay over inside price trimmed. Heavy steers and cows $5\frac{1}{2}@5\frac{1}{4}$ c, nom. Buff weights around 6c, trimmed, some buyers' ideas lower. Extremes range around $7@7\frac{1}{2}$ c, selected. Bulls slow, around 4c, nom. Glues around 4c. All-weight branded $5@5\frac{1}{4}$ c, flat, less Chicago freight.

CALFSKINS—Early this week one packer sold a car Dec. picked northern point calfskins, from three points, heavies, $9\frac{1}{2}/15$ -lb. at $16\frac{1}{2}$ c or $\frac{1}{2}$ c up, and lights under $9\frac{1}{2}$ -lb. at 14c, steady. River points quotable at 15c for heavies. Better interest reported in packer calf late this week; most Nov. calf have already moved.

Chicago city calfskins unchanged from last trading prices; $11\frac{1}{2}$ c reported available for the 8/10-lb. and some 10/15-lb. have moved at 13c. Outside cities, 8/15-lb., quoted around 12c; mixed cities and countries, $9\frac{1}{2}@10$ c; straight countries down to $7\frac{1}{2}$ c. Chicago city light calf and deacons quoted around 85c, nom.

KIPSKINS—Market active, with native kipskins moving at $\frac{1}{2}$ c under previous week's quotation. One packer sold 16,000 Nov. native kipskins, and later 13,000 Dec. natives, at $10\frac{1}{2}$ c for northerns; another packer sold 3,800 Nov. and 4,400 Dec. natives at $10\frac{1}{2}$ c for northerns; a third packer moved Nov. kipskins quietly earlier, and fourth packer booked around 12,000, making total movement about 50,000 skins. Nov. over-weights last sold at $9\frac{1}{2}$ c, and Nov. and prior brands, $7\frac{1}{2}$ c.

Car Chicago city kipskins sold at $9\frac{1}{2}$ c, or in line with packer market. Outside cities quoted around $9\frac{1}{4}@9\frac{1}{2}$ c; mixed cities and countries $7\frac{1}{2}@8$ c; straight countries, about 7c.

One packer sold 7,500 Dec. regular slunks late last week at $67\frac{1}{2}$ c, or $2\frac{1}{2}$ c advance; more wanted at this figure and production from now on will be lighter.

HORSEHIDES—Market about steady, with good city renderers quotable $\$2.75$

@ $\$3.00$, top asked; mixed city and country lots, $\$2.50@2.75$.

SHEEPSKINS—Dry pelts usually quoted around $11\frac{1}{2}@12\frac{1}{2}$ c, delivered Chicago, for full wools, short wools half-price; market quoted up to $13\frac{1}{2}@14$ c in the East. Shearling production is very small at this season and considerable time required to accumulate salable lots. Good demand for No. 1's alone. Market generally quoted around 60c for No. 1's, and 50c for No. 2's, with clips scarce now and around 35c, nom. However, one sale was reported this week at 70c, 60c and 45c. Pickled skins steady at $\$2.75$ per doz., Chicago, for big packer Jan. skins; quality running rather poor and cockly, with fair demand. Big packer lamb pelts quoted $\$1.75$ per cwt. live lamb recently paid, with market around $\$1.65@1.70$ per cwt. for actual business at present, or around $\$1.35@1.50$ each. Outside small packer pelts quoted $\$1.00@1.10$ each.

New York

PACKER HIDES—Moderate trade late last week and early this week at steady prices. One packer sold 1,000 Dec.-Jan. native steers, mid-week, at 12c, steady. Another packer sold 1,100 Dec. butt brands late last week at 11c, and 1,100 Dec. Colorados, $10\frac{1}{2}$ c, steady; another packer sold last half Dec. brands this week same basis. Car or so Dec. brands still held.

CALFSKINS—Calfskin market fairly firm, with 5c advance paid on the heavier end. Collectors sold a mixed car, 4-5's at 90c; 5-7's at $\$1.10$, and 7-9's at $\$1.40$. The 9-12's last sold at $\$2.15$ but quoted around $\$2.20$ at present. Packers sold total of 10,000 skins, at $\$1.50$ for 7-9's and $\$2.30$ for 9-12's, and quote 5-7's around $\$1.25$.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended January 12, 1935, were 6,465,000 lbs.; previous week, 6,141,000 lbs.; same week last year, 4,680,000 lbs.; from January 1 to January 12 this year, 11,448,000 lbs.; same period a year ago, 8,779,000 lbs.

Shipments of hides from Chicago for the week ended January 12, 1935, were 10,515,000 lbs.; previous week, 7,326,000 lbs.; same week last year, 5,604,000 lbs.; from January 1 to January 12 this year, 16,137,000 lbs.; same period a year ago, 9,030,000 lbs.

WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports, for the week ended Jan. 5, 1935:

Week Ending	New York.	Boston.	Phila.
Jan. 2-5, 1935.....	1,766
Dec. 29, 1934.....	10,173
Dec. 22, 1934.....	24,781
Jan. 2-5, 1934.....	10,751
Dec. 30, 1933.....	20,611



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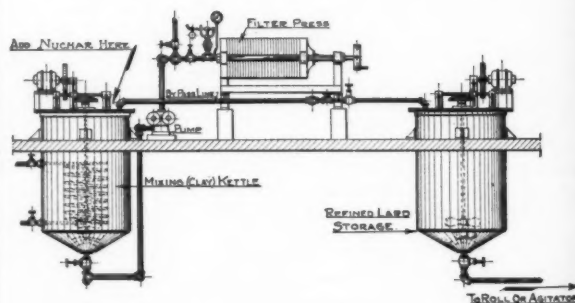
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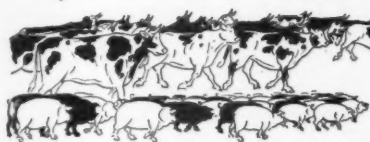
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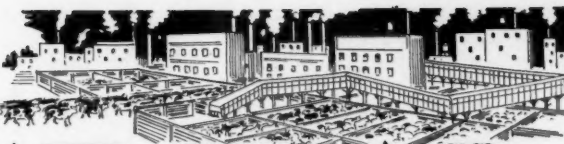
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Up and down the



MEAT TRAIL



MEAT PACKING 25 YEARS AGO

(From The National Provisioner of Jan. 22, 1910.)

Gerst Bros. Meat Co. was incorporated at St. Louis, Mo.

Cudahy Packing Company was commencing erection of its new plant at Omaha.

Average price of hogs for the week was double that of the same week two years previous.

San Francisco adopted a new meat inspection ordinance to conform to federal regulations.

Morris Schwabacher, president of the North American Provision Co., left for a tour of the world.

Swift & Company's sales of fresh beef in Chicago for the week of January 15 averaged 8.25c per lb.

Meat exports in 1909 totalled only 131 million dollars, compared to 160 millions in 1908, 174 millions in 1907 and 187 millions in 1906.

A resolution was introduced in the New York state legislature for an investigation of alleged agreement among meat packers to maintain prices on their products.

Tariff relations between the United States and Germany were at a critical stage, in view of the provision of the new tariff law permitting a 25 per cent increase on imports from countries not granting reciprocity.

Employees of Swift & Company benefited to the extent of \$165,000 through the operation of their employees benefit association since its organization two years previously. H. McCaleb, master mechanic's office, headed the new advisory committee.

The executive committee of the American Meat Packers' Association appointed a committee to plan a campaign of education for consumers on the value of the U. S. meat inspection stamp on meat products. Charles Rohe, Rohe & Bro., New York, was president of the association, and A. G. Glick, Brittain & Co., Marshalltown, Ia., chairman of the executive committee.

New York packers gave a dinner in honor of president Charles Rohe of the American Meat Packers' Association. Out-of-town packer guests included A. G. Glick, Marshalltown, Ia.; Oscar F. Mayer, Chicago; J. C. Dold, Buffalo, N. Y.; Geo. A. Hormel, Austin, Minn.; James S. Agar, Chicago; Pierre Garneau, Krey Packing Co., St. Louis, Mo.; E. W. Penley, Auburn, Maine; Jacob

Beiswanger, Philadelphia; C. H. Ogden, Pittsburgh Packing & Provision Co.

The poet of Packington, Tom Dunderdale, penned the following lines on the hog situation as it existed at that time:

When Moses framed his famous laws,
His people's welfare to safeguard,
He barred the hog as food, because
Mose wasn't "wise to" pure leaf lard.
And "ham what am," and sausage fine,
And bacon cured and smoked so nice—
All products of the outcast swine,
Which with old Moses "cut no ice."

The worm has turned, and now today
The much despised hog is it,
And looks as though he's here to stay;
The situation seems to fit
His shape, the durned old stubborn mut!
He's made the farmer rich and—well,
He's helped the packer, too, some, but
With some he's raised partic'lar hell!



LONG AND SHORT OF IT.

These two Hormel hog-killing experts at the Austin plant may be unequal from the ground up, as editor David Owen of "The Squeal" so cleverly puts it, but they are about even in other respects; each has three children, each has been with Hormel for 25 years, and strange as it may seem, they weigh about the same. Dick Oldenburg plays the short part, and Frank (Slim) Welch is the tall guy.

CHICAGO NEWS OF TODAY

Walter Frank, president, Frank & Co., Milwaukee, paid Chicago a short visit the latter part of the week.

Edward C. Jones, vice president, Jones Dairy Farm, Fort Atkinson, Wis., spent a few days in Chicago this week.

Fred H. Clutton has been re-appointed secretary of the Chicago Board of Trade, and William B. Bosworth, assistant secretary.

E. L. Griffith, Griffith Laboratories, Chicago, left on Wednesday of this week for a four-week sojourn in Florida, and promises to report his true golf score upon his return.

The provision committee of the Chicago Board of Trade will remain unchanged in 1935, with the exception of Charles E. Herrick, who resigned last year on account of selling his membership.

J. C. Stentz, treasurer, John Morrell & Co., Ottumwa, Ia., and S. B. Dietrich, vice president, Hunter Packing Co., East St. Louis, Ill., were out-of-town packers attending the beef survey committee meeting at the Institute on Friday of this week.

Philip O. Hantover, with the Independent Casing Co. in their Kansas City, Mo., office, after three months in a hospital as the result of an accident, returned to his home on January 13 for a period of convalescence. He expects soon to return to his duties.

Proposal to extend hours of trading of the Chicago Board of Trade another fifteen minutes was rejected after a committee had reported that the extension would prove impractical. A movement has been on foot to open futures trade in live hogs, but this also was rejected.

Among out-of-town packers attending the directors' meeting of the Institute of American Meat Packers in Chicago on Saturday, January 19, were George M. Foster, vice president, John Morrell & Co., Ottumwa, Ia.; H. Harold Meyer, president, H. H. Meyer Packing Co., Cincinnati, Ohio; G. L. Childress, general manager, Houston Packing Co., Houston, Tex., and Jay E. Decker, president, Jacob E. Decker & Sons, Mason City, Ia.

Packer visitors to Chicago during the week included W. R. Sinclair, vice president, Kingan & Co., Indianapolis; Jay C. Hormel, president, Geo. A. Hormel & Co., Austin, Minn.; Wm. J. Schludenberg, president, Schludenberg-Kurdle



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the large packinghouses and over 75% of the leading sausage manufacturers in the country.

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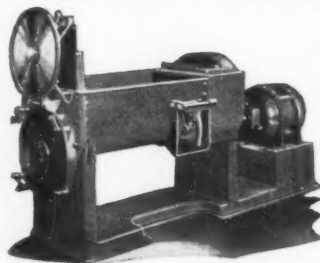
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Co., Baltimore, Md., and John Coverdale, Rath Packing Co., Waterloo, Iowa.

Robert F. Stutz, formerly superintendent of the Merkel plant at Jamaica, L. I., and a well-known meat expert, has been added to the sales staff of The Griffith Laboratories. He will be assigned to the New England territory as assistant to W. B. McCreary, who has been Eastern manager for the Griffith company for several years.



John Staren, head of the canned meat department, Hygrade Food Products Corp., Chicago, is making a rapid recovery after an operation for appendicitis on January 8.

Friends of vice president J. P. Spang of Swift & Company were saddened this week by news of the sudden passing of Mrs. Spang after an illness of only ten days following a sinus operation. Besides her husband, she leaves two sons, Joseph P., 10 years of age, and Thomas, aged 7 years. Burial was at Kansas City.

Vice president W. F. Price, Jacob Dold Packing Co., Buffalo, N. Y., is making a trip of a few weeks through the South.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 30,822 cattle, 7,041 calves, 38,758 hogs and 37,795 sheep.

Provision shipments from Chicago for the week ended Jan. 12, 1935, with comparisons, were reported as follows:

	Week Jan. 12.	Previous week.	Same week, '34.
Cured meats, lbs.	19,238,000	13,385,000	22,675,000
Fresh meats, lbs.	43,927,000	41,837,000	52,852,000
Lard, lbs.	4,515,000	4,202,000	5,748,000

OLD TIMERS PASS ON

W. B. Lane, a veteran in the provision trade in Chicago, died at a Chicago hospital on January 15 after an illness of only a few days. Although not with Armour and Company since 1931, he started in as messenger boy in Armour's old city office at 205 S. La Salle st. over forty years ago. Later he was messenger boy for Armour at the Board of Trade, then shipping clerk and eventually a trader. He was considered one of the fastest-thinking men on the board. During his connection with Armour, he served as vice president of the Anglo American Provision Co., a subsidiary company. His wife and one daughter, 25 years of age, survive him. Burial services were held at Holy Name Cathedral on Friday morning. Interment was in Mount Calvary Cemetery.

Emil H. Ingwersen, a veteran member of the Chicago livestock market, died on January 16. Although in poor health for several years, he had only

been away from his work since December 27. He was born in Bryant, Ia., in 1862, and in the early '80's entered the employ of Swift & Company as a cattle buyer. From 1894 to 1896 he represented Swift & Company in England. He remained with the Swift organization until 1901, when he entered the livestock commission business on the Chicago market, with which he was identified at the time of his death. He served as president of Chicago Livestock Exchange in 1907 and 1908 and was president of the National Live Stock Exchange in 1912. He became a director on the International Live Stock Exposition in 1906 and was a member of that board when he died. He is survived by five children, his wife having died in October, 1933.

Andrew Peterman, president Andrew Peterman & Co., Inc., 262 Mott st., New York, long active in the steamship supply business, passed away at his home on January 13, following a brief illness. Mr. Peterman began his career with Swift & Company, later joined E. W. Burr, supplying barreled pork and beef for steamship crews, and finally formed his own company, Andrew Peterman & Co., Inc., which was merged with Stahl-Meyer, Inc., in 1930. During his association with Swift & Company, Mr. Peterman spent considerable time in South America, and for some years was manager of that company's Hamburg, Germany, branch.

SWIFT CELEBRATES 50th YEAR

More than 1,000 shareholders of Swift & Company met at company headquarters on January 16 for the annual meeting and election of directors. Among those present were many pen-

sioners, laborers in their Sunday best, a sprinkling of bankers and insurance men, and hundreds of office employees.

Figures showing the annual results of the company's business were published in THE NATIONAL PROVISIONER of December 29, 1934. In his report to shareholders president G. F. Swift said:

"It is difficult in these times for one to forecast, but it is safe to say that since we met a year ago there has been a noticeable improvement in business conditions and sentiment.

"It was around eighty years ago that my father first began to buy livestock in New England. He began to ship meat instead of livestock to the East soon after he came to Chicago in 1875. Swift & Company was organized fifty years ago with six shareholders, and we are having our golden anniversary this year. My father dreamed of a big company because he saw the country was growing. I don't believe, though, that he saw the great organization of shareholders and employees that we have today. In its fifty years Swift & Company has had only three presidents. The first two were Gustavus F. Swift, the founder, and Louis F. Swift, his oldest son."

William B. Traynor, treasurer, in recounting the financial year, said: "It has not been often in the history of our company that our annual report has reflected so decided a change in the trend of affairs as did our last one. And, if we may say so, what occurred during the last year confirmed the wisdom of the financial policies that we have been following."

NEW YORK NEWS NOTES

Frank A. Hunter, president, Hunter Packing Co., East St. Louis, Ill., chairman of the board, Institute of American Meat Packers, was a visitor to New York during the past week.

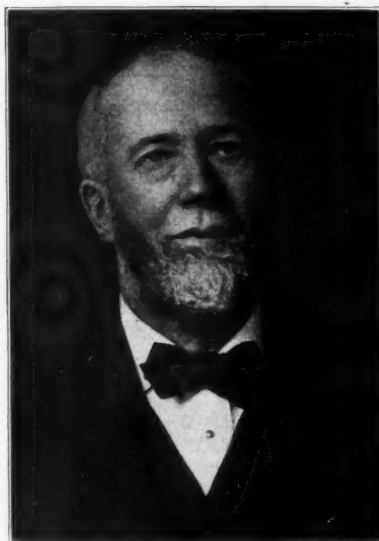
Visitors to New York during the past week included Thos. E. Wilson, chairman of the board; James D. Cooney, vice president; C. W. Becker, executive department, and J. J. Wilke, mayonnaise department, Wilson & Co., Chicago.

C. A. Thommen, sausage department, Swift & Company, Chicago, was a visitor to New York last week.

F. A. Becker, assistant treasurer; R. De Long, transfer agent; E. A. Butts and H. F. Scheideman, both from the refinery department, Armour and Company, Chicago, were in New York last week.

A. G. Versen, formerly with Armour and Company, Chicago, has been transferred to New York as an assistant to F. W. Loucks, branch house superintendent.

F. L. Faulkner, automotive department, Armour and Company, Chicago, visited at the plant of the New York Butchers Dressed Meat Co. during his



FIRST PRESIDENT.

Gustavus F. Swift, founder of Swift & Company, who first began to buy livestock in New England 80 years ago. President from 1885 to 1903.

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stay in New York last week. John McHugh, personnel manager, New York Butchers Dressed Meat Co., is vacationing at Virginia Beach.

Louis Meyer, vice president and treasurer, Stahl-Meyer, Inc., was in Chicago this week attending the National Cannery convention.

Meat, poultry and game seized and destroyed by the health department of the city of New York during the week ended January 12, 1935, were as follows: Meat—Brooklyn, 4 lbs.; Manhattan, 1,591 lbs.; Bronx, 3 lbs.; Queens, 29 lbs.; total, 1,627 lbs. Poultry—Brooklyn, 8 lbs.; Manhattan, 85 lbs.; Bronx, 11 lbs.; total, 104 lbs. Game—Manhattan, 450 lbs.

GOBEL ELECTS OFFICERS

At the annual meeting of the stockholders of Adolf Gobel, Inc., held January 16, the following were elected directors for the ensuing year: John G. Bates, Jay E. Decker, Grosvenor Farwell, Malcolm D. B. Hunter, Henry A. Ingraham, Maurice Lehman, E. S. Selby and V. D. Skipworth. The meeting was held in New York City.

Results of the election of officers at a later meeting of the board of directors ended with the choice of the following men: V. D. Skipworth, president; Malcolm B. D. Hunter, F. V. Foster, and F. C. Gates, vice presidents; A. L. Arthur, treasurer, and Henry A. Ingraham, secretary.

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Fig. 1091 — "Hallowell"
Meat Truck

Incorporates every up-to-date improvement; is perfectly sanitary and so sturdy and strong it will outwear other makes. Furnished heavily galvanized or of Monel Metal, as preferred.

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Ham Bag

MELUSKEY TALKS MEAT VALUES

Speaking before the annual convention of the Pennsylvania State Association of Dietitians and Stewards at Pennsylvania State College on January 9, A. A. Meluskey, president of the Shenandoah Abattoir Co., discussed the use and importance of meat products in the human diet. Mr. Meluskey emphasized the importance of a well-balanced diet made up of meat, milk, fruit and green leafy vegetables, and quoted statements approved by the Committee on Foods of the American Medical Association, which point out that meat is one of the most nutritious of foods in the human diet as well as one of the most delectable.

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DIRECT HOG MARKETING

(Continued from page 12.)

recent years may be found in the competitive situation as between local or interior packers on the one hand and public-market packers on the other, associated with the expansion of corn and hog production in the western corn belt.

The chief reasons for this competitive situation are found in the transportation developments, both rail and truck, as they affect convenience and costs of moving livestock direct and through public markets and of transporting live animals as compared with livestock products; in comparative labor costs among packers in different areas; in differences between direct and public market channels with respect to costs of marketing including shrinkage, commission charges, yardage fees and other marketing costs; and in producer preferences which play a part in the farmer's choice of market outlet.

General trend of corn acreage in the United States from 1909 to 1933 showed no significant change, averaging about 101,500,000 acres. Material variation from this average occurred in certain years. The most significant change in corn production in this period was the rapid expansion in the five states comprising the Northwestern corn belt, where acreage increased from about 21,600,000 acres in 1908 to 34,000,000 in 1932, an increase of 60 per cent. An important decrease took place in Missouri and Kansas and in the eastern Corn Belt. Some decrease also occurred in certain areas outside of the Corn Belt.

As shifts in corn production for the most part result in similar shifts in hog production, the rapid expansion in both, in the Northwestern corn belt, is of direct significance in relation to interior slaughter in that area and is indirectly important with respect to the growth of direct marketing.

Transportation and Marketing

Direct marketing has been facilitated by certain conditions in the transportation situation, especially with respect to truck transportation, railroad concentration privileges, and comparative freight charges on hogs and hog products.

Truck Transportation

Development of motor-truck transportation has contributed to the growth of direct marketing by making interior packing plants and concentration yards conveniently available to a much larger number of producers than would be the case if hogs were transported by rail.

Truck transportation appears to be best adapted to comparatively short hauls, and this is relatively more advantageously to concentration yards and local packing plants which are usually nearer the source of supply than to the public markets and public-market packers.

Information at hand indicates that in

recent years more than 50 per cent of the hogs received at interior packing plants and concentration yards were moved by truck. Since trucks are more economical and convenient for short distances than for longer hauls, their increased use has encouraged the development of concentration points and stimulated movement of hogs direct from farms to concentration yards and interior packing plants, most of which are located closer to producers than are the public markets.

Railroad Concentration Privileges

Transit privileges, especially concentration privileges, have enabled public market packers to buy hogs at local points for shipment direct to their plants at public market points more advantageously than if these transit privileges were not available.

Under existing market practices this tends to aid public-market packers in their competition with interior packers through direct purchases of hogs. These privileges are likewise available to persons operating through the public markets, but thus far they apparently have not been in a position to make much use of those concentration privileges.

In the area west of the Mississippi river the freight rate structure includes concentration privileges which permit changes in the make-up and ownership of the shipment of hogs at points between origin and destination, and at the same time allows the through rate from original loading point. The number of concentration yards in the Western corn belt has increased from 19 in 1920 to 195 in 1933.

Concentration yards provide facilities near the source of supply, where hogs of different kinds can be bought, assembled, and sorted, and then re-shipped with more economical loading on the basis of the through rate from original shipping point to destination.

Freight Rate Advantage

The freight-rate advantage derived from concentration privileges may be illustrated by considering a single-deck shipment of hogs from Granville, Iowa, destined to Chicago and stopped at Cedar Rapids for concentration.

The hogs move to Cedar Rapids on the local rate where they may be sold, and the make-up of the shipment changed before shipment to Chicago. The charge for the shipment from Cedar Rapids to Chicago, however, is the difference between the local rate from Granville to Cedar Rapids and the effective through rate from Granville to Chicago. Hence the hogs are moved in this manner from Granville to Chicago at the through car-lot rate between these points.

If it were not for concentration arrangements, it would be necessary for the shipper to pay the effective local rates from Granville to Cedar Rapids and from Cedar Rapids to Chicago, if the shipment were stopped en route,

rather than the through rate from Granville to Chicago into Cedar Rapids and then the local rate from Cedar Rapids to Chicago. This through rate is about 21 cents per hundred pounds less than the two local rates combined.

Comparative Freight Charges on Hogs and Products

Relationship of freight rates among regions and between hogs and hog products has become an important factor in the growth of direct marketing, in that the relationship has been and is relatively favorable for packers whose plants are in the Western corn belt.

Interior packers in this area usually purchase most of their hogs direct. In the entire period since 1910 freight charges on shipments from the Western corn belt Eastward have been greater for a given weight of live hogs than for the products derived therefrom. Also the margin between the freight charge on hogs and that on hog production widened somewhat after the pre-war period. For example, in the years from 1925 to 1929 the freight charge on 100 pounds of live hog from Des Moines to New York was about 25 cents greater than the freight charge on the hog products obtained from 100 pounds of hog, whereas in the years from 1910 to 1914 it was about 19 cents higher.

Partly because freight rates in this country generally do not increase proportionately with distance, and partly because of relatively low rates on hog products from the Northwestern corn belt, particularly interior Iowa points, to the Mississippi river, the freight charge per ton mile on eastern movements of hog products from the Western corn belt is lower than the freight charge per ton mile on similar movements from the region east of the Mississippi river.

As a result of these lower freight charges per ton mile and the proximity of the packers in the Western corn belt to the surplus hog supply, these packers have certain competitive advantages in supplying Eastern markets with hog products, as compared with packers who are located in the East or intermediate between the Western corn belt and the East, and who buy hogs from the Western surplus areas. Such advantages contributed to the increase in hog slaughter in certain areas west of the Mississippi river.

Freight Rate Differences

Specific differences in freight rates are numerous and complex. In the official territory—that is, from Chicago and Mississippi river points East and from the Ohio and Potomac rivers north—rates on fresh pork per 100 pounds are higher than rates on the same weight of hogs, while rates on cured pork and lard per 100 pounds are about the same as on 100 pounds of hogs.

In the Western trunk line territory, from interior Iowa points to Chicago, the freight rate per 100 pounds on fresh pork is the same as for 100 pounds of

cured pork, and considerably lower than the rate on live hogs. The result is that hog products obtained from 100 pounds of hogs can be moved from Des Moines to Chicago for about one-half as much as the rate per 100 pounds on hogs. In the same territory the freight charge on hog products from Omaha to Chicago is 62 per cent of the rate per 100 pounds on hogs.

In the official territory, however, from Chicago to New York for example, the charge for hog products obtained from 100 pounds of hogs equals 82 per cent of the rate per 100 pounds of hogs. Through rates from interior Iowa points to points east of Chicago also reflect the relatively low rates on products from these points to Chicago and the Mississippi river.

On the other hand, on all movement of hogs and hog products from the corn belt Westward, the rate on live hogs per 100 pounds is less than half the rate on fresh and cured pork and on lard per 100 pounds. The freight charge from Omaha to San Francisco on the hog products obtained from 100 pounds of hogs is 58 per cent greater than the rate on live hogs per 100 pounds. This encourages the shipment of live hogs instead of hog products to the Pacific Coast.

Freight charges, however, are only one of the cost factors involved in the processing and distribution of hogs and hog products. Several factors in addition to transportation charges, such as the growth of hog production in the Western corn belt, which itself may have been influenced in part by the freight rate structure, have been favorable for the expansion of the packing industry in that area.

Wage Costs and Direct Marketing

A comparison of wages in the packing industry since 1914 shows that wage costs have been materially lower in the states where the interior packing industry is relatively more concentrated, compared with the states where plants located at public markets are of predominating importance in the total slaughter. Moreover, the difference in wage costs increased in the period of rapid expansion in the interior packing industry and in direct marketing.

These comparisons of wage costs are particularly striking as between Iowa, where most packing plants are located at interior points, and Illinois, where most of the packing operations are conducted at public market points. It appears, therefore, that differences in wage costs, like differences noted in transportation charges, have directly favored the growth of interior packing and thus indirectly encouraged direct marketing.

Cost of Hogs Bought Direct and at Public Markets

As packers at all times no doubt endeavor to sell their hog products for as much as possible, and to buy their required supply of live hogs as cheaply

as possible, it follows that comparative costs to them of hogs bought direct and at public markets have an important bearing on the growth of direct marketing. Comparative returns to producers for hogs sold through these channels also have a bearing on its growth.

Cost of hogs bought direct consists of the price paid at the point of purchase and the cost of getting the hogs from that point to the slaughtering plant. Cost of hogs bought at public markets consists of the price paid at the market plus the costs of buying and of transferring them to the plant. Returns to the producer consist of the price he gets at the point of sale, less transportation and marketing charges, if any, to that point.

Findings From Cost Records on 673,300 Hogs

Detailed cost records were obtained covering 673,300 hogs bought by packers who get their supply both direct and at public markets.

The average cost to packers of hogs of the more desirable butcher weights was greater when bought direct than when purchased at public markets. Although light weight, unfinished hogs and heavy packing sows cost on the average somewhat less when bought direct than when bought at public markets, the average cost of all hogs bought direct was higher.

Why Public Market Packers Increased Direct Buying

The somewhat higher cost of hogs bought direct by public market packers than of hogs bought by them at public markets suggests that factors other than the relative cost of hogs were taken into consideration in their buying operations. These factors are indicated partly by statistical evidence and partly by general reasoning based upon trends in the livestock industry during the period of rapid increase in direct marketing.

Slaughter of hogs under federal inspection reached an all-time peak of about 53,000,000 head in 1923 and 1924. Largely because of the low price which resulted from this huge volume, hog production and slaughter declined sharply in the following two years. This decrease, however, was not distributed proportionately among all packers but occurred very largely at the plants located at public market points, with very little decline in slaughter operations of the interior packers.

This created, for the public market packers located at some market points, a serious business problem, arising not only from a large loss in actual volume of operations but also because of a loss in their relative position in the packing industry.

Problems for Public-Market Packers

The public-market packers had apparently three possibilities of increasing their actual and maintaining their

relative volume of operation. One way was to bid up the price of hogs at some public markets, particularly at Chicago, in an effort to attract a relatively larger volume to these points.

This, as a practical business matter, had important limitations. To have done so would have meant bidding up the price of hogs arriving at these markets from areas other than those where interior packer competition was important.

This, however, would not have improved the competitive position of the public market packers unless they could have operated on margins that were smaller than those of the interior packers or sell their product at higher prices than those obtained by the latter group. Had the packers attempted to attract a larger volume of hogs to some public market points, Chicago for example, it is not at all certain that they would have been able to accomplish this purpose since the competitive advantages under which interior packers operate probably would still have enabled them to maintain or even to increase their operations.

The second possibility open to the public market packer was that of acquiring or building interior plants in the Northwestern corn belt, and expanding operations at plants already owned in that area, and thus meet the interior packer on his own ground.

Although this was done to a considerable extent, it could not entirely meet the problem, since there were still the plants at public market points to be operated. So long as they were operated at, they had to be operated at a fairly economical capacity, and they were too valuable to abandon and replace with corresponding capacity at interior points.

Why They Bought Hogs Direct

Hence, the third possibility was to buy hogs direct in the territory of the interior packers for shipment to the public market plants. This course was followed extensively as shown by the figures on market movements and slaughter.

Slaughter by public market packers whose plants were at market points in the Eastern corn belt declined 5,800,000 head from 1924 to 1926, or 33 per cent. Public market packers in the Southwestern corn belt lost nearly 2,500,000 head, or 41 per cent; those in the Northwestern corn belt 1,700,000, or 21 per cent, making a total loss to public-market packers in the corn belt as a whole of nearly 10,000,000 head, or 31 per cent.

Meanwhile, that is from 1924 to 1926, the slaughter of interior packers in the Eastern corn belt declined 200,000, or 12 per cent, and that of the interior packers in the Southwestern corn belt declined nearly 500,000 head, or 21 per cent.

But during this period of reduction in hog slaughter, both by public market packers and by some interior packers,

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the interior packers in the Northwest corn belt actually increased their operations, although the increase was not large. The significant fact is that interior packers in that area more than held their own despite the large decrease in total slaughter.

Direct Buying Competition

In order to meet their loss in volume, both relative and actual, in the face of increasing operations of interior packers in the Northwestern corn belt, the public market packers resorted to direct buying as a means of competing with the interior market packers in their own territory. This is shown by the different trends in volume of hogs received direct at Chicago and volume consigned for sale at the Chicago public market.

The total of all hogs received at Chicago, both for sale and direct, decreased from 9,400,000 in 1928 to 7,400,000 in 1932. The number of hogs consigned for sale at the Chicago public market declined from 7,600,000 in 1928 to 4,300,000 in 1932, a decline of 43 per cent, while direct receipts increased from 1,800,000 to 3,100,000, an increase of 72 per cent. In 1933 there was a slight increase in total receipts at Chicago, but the number consigned for sale declined to 3,700,000 head, or less than one-half of the number in 1928. Somewhat similar developments took place at Kansas City.

From 1926 to 1933 the slaughter at interior plants in Iowa continued to increase each year regardless of cyclical changes in hog production. The increase was from 2,800,000 head in 1926 to 4,700,000 in 1933. This is representative of the trend in interior slaughter in the Northwestern corn belt as a whole and is of special significance when considered in relation to the increase in the direct receipts by packers at Chicago.

That the increase in direct buying in the past 5 or 6 years was stimulated by a competitive situation that caused a sharp decline in receipts of hogs consigned to some public markets for sale is further suggested by the fact that this decline preceded the marked increase in volume of direct purchases by public market packers.

Cost of Marketing Hogs Direct and at Public Markets

Relative price paid for hogs at different markets, as already suggested, is not in itself a conclusive indication of relative net returns to producers from hogs sold direct and at public markets. The costs incurred in marketing through either method must be deducted from the cost of hogs to packers. Hence special attention was given in this study to cost of marketing hogs direct and at public markets.

The establishment of a large number of concentration yards and of additional interior packing plants undoubtedly has enlarged the total investment in marketing facilities, and has tended to increase the number of persons engaged

in the movement of hogs from farms to consumers.

Although this development involved some duplication of existing facilities, the physical capacity of which was already adequate, it would not necessarily add to the total costs of marketing unless the total charges of the earlier established facilities were not reduced and the charges of those later established added to this total.

This, however, is not the case. The growth of the new facilities has reduced both the volume of business and the gross revenue of many of the older establishments, since these have not increased their unit charges to compensate for reduced volume. Hence the question of whether total marketing costs have been increased or decreased depends largely upon the relative costs of the old method compared with the new.

Costs at Concentration Yards

If the farmer sells at a privately owned concentration yard, from which place the hogs are in turn sold "direct" to a packer, the concentration yard performs the same function as a local dealer who assembles hogs. Private dealers or truckers may, on the other hand, buy from farmers and in turn sell at concentration yards, from which place the hogs are moved direct to a packer. The concentration yard, in this case, represents an additional link in the marketing chain, if the hogs otherwise would have been sold by the local dealer direct to the packer.

The operating margin taken by the concentration yard on such transactions represents an added cost in marketing except as the concentration yard may perform some specific functions such as assembling in volume which permits more advantageous sorting and selling, more economical loading, etc. On the other hand, if the dealer who assembled the hogs locally had sold them at a public market, the concentration yard to an important extent would have taken the place of such market.

If the concentration yard is owned by a packer, hogs are bought by him there instead of at a public market. The cost of selling at public markets is substantially higher than the margin taken by operators of concentration yards, and these costs must be deducted from the proceeds of the hogs before remittance is made to the seller.

Costs at Public Markets

Costs of feeding, selling commission, yardage and other incidentals at important markets in the corn belt for the period 1931-1933 were found to average about 20 cents per hundredweight, varying among individual markets from 19 cents to 23 cents. In the same period the average cost of operating concentration yards was about 8 cents per hundredweight, varying from 2.6 cents to 27.7 cents for individual concentration yards. The cost of handling hogs locally by cooperative livestock shipping associations and local dealers in the

corn belt averaged about the same as for the concentration yards.

The route from producer to packer is on the average shorter and the cost of handling is usually less when hogs are sold direct than when sold through public markets. Although hogs sold direct for slaughter at a public market plant are shipped substantially the same distance as if they were consigned for sale at the public market, their movement is more direct in the sense that they usually pass through fewer hands. Hogs sold direct to interior packers of course are as a rule shipped over much shorter distance than are hogs sold at public markets.

When hogs are sold and delivered by producers themselves at the packing plant, no costs are deducted for marketing. If the farmer sells the hogs to a local dealer or trucker the handling charges must be deducted from the price paid by the packer. These charges are substantially the same whether the hogs are sold direct or at a public market.

Shrinkage

Shrinkage may be due to excretions or to loss in tissue weight. Tissue shrinkage represents a marketing cost but excretory shrinkage does not. Tissue shrinkage in transit represents a marketing cost which tends to vary directly, but not in proportion, to the time hogs are in transit and until slaughtered.

It appears that tissue shrinkage begins early in the period in transit and continues until hogs are slaughtered. The rate at which tissue shrinks tends to be greater during the earlier transit period. The rate of tissue shrinkage is higher for hogs of light weight than for hogs of heavy weight. In order to keep tissue shrinkage at a minimum, hogs should be moved from the farm to the slaughtering plant in the shortest possible time.

Comparative Returns to Producers

As hogs bought direct cost packers somewhat more than hogs bought at public markets, and since it is found that the cost of marketing hogs direct is less than through public stockyards, it follows that on the whole producers realize more on hogs marketed direct.

Somewhat higher returns to producers for hogs sold direct are also suggested by the results of certain studies of the records of livestock shipping associations made by state marketing specialists and others. These data, however, are not conclusive, because they do not cover broadly the field of direct selling.

EDITOR'S NOTE—That portion of the report covering direct marketing in relation to prices of hogs, competition and market differentials will appear in a later issue of THE NATIONAL PROVISIONER.

HOG CUTTING TEMPERATURES

What are proper temperatures for cutting hogs? See "PORK PACKING," The National Provisioner's latest book.



For the Retail Meat Dealer



Retail Code Authority Meat Dealers Elect Men to Direct Operation of Retail Code

FOLLOWING approval of the code for the retail meat trade by President Roosevelt, steps have been taken under the code to set up the authority under which its provisions will be carried out.

The code provides that seven members of the code authority shall be named by the trade association of the industry. The National Association of Retail Meat Dealers, therefore, has selected the following men to represent it on the code authority: George Kramer, New York; Wm. B. Margerum, Philadelphia; Adolph Kaiser, Chicago; Emil Schwartz, Detroit; George Bubel, Cleveland, O.; I. W. Ringer, Portland, Ore., and Elmer T. Wright, Baltimore, Md.

George Kramer, who is chairman of the board of the national association, will be chairman of the code authority. Isaac Weill, code advisor to the association, will be executive secretary, and Charles Schuck, New York, treasurer of the national association, will be code treasurer.

Four other members of the national code authority are to be selected as follows: One member by the Federation of Kosher Butchers of Greater New York; one member by the National Association of Meat, Poultry and Game Purveyors, and two members by the National Recovery Administration. The authority will hold its organization meeting in New York as soon as these selections are made.

Kramer Predicts Benefits

Following his selection as code chairman, Mr. Kramer predicted that under the code will come a period of the greatest advancement the retail meat trade in this country has ever known. "This code," says he, "which has behind it the full authority of the federal government, not only will make possible the eradication of many evils from which the legitimate meat dealer has suffered for years, but it will be the greatest constructive force for the development of the business that has ever been placed in our hands."

"While we chafed at the bit at the many delays in getting our code in shape and in getting it ratified, all of these delays were really blessings in disguise. They gave us the opportunity to study the many other codes going through the NRA mill in Washington, and we were enabled to embrace their good features and sidestep their pit-

falls, with the result that I confidently believe we have the most practical and workable code that has been signed by the President.

"It is now up to us. If the spirit of the seven men representing the national association on the code authority means anything, I can promise every man in the retail meat industry that a new and happier era is dawning for us all."

Code Funds to Be Raised

Among the first acts of the national code authority will be the formulation of an official budget to finance the business advancement and enforcement features of the code. As soon as this is completed assessments will be made on the trade nationally to provide funds to meet this budget.

Part of this code was stayed pending incorporation in the grocery code of meat provisions identical with the retail meat code. This has now been done, and the entire code is now in effect. Stores doing less than 50 per cent of their business in meat must come under the same code provisions, although they will be under the authority of the grocery code.

New Jersey Meat Code Works

Effectiveness of a retail meat code is testified to by the meat trade of the

state of New Jersey, which has been operating under a state code for some time, and now will come under the national meat code. Commenting on the good resulting from such code enforcement, Harry W. Appel, administrator of the New Jersey meat code, says:

"As director of the code of fair competition for the retail meat industry in the state of New Jersey, I believe I am well qualified to make the statement that the code has accomplished a great deal for the retail meat dealers of the state.

"Hundreds of cases involving short weight, unfair trade practices, gambling and labor violations were either satisfactorily adjusted between the complainant and the defendant, or were prosecuted in court. Incidentally, in all of our court cases we were the victor. This, in my opinion, proves that our slogan of 'Education, Not Prosecution,' unless a person were a consistent violator, was more than carried out by this code authority.

"Enforcement of the code was accomplished despite the fact that we were operating under a very small and limited budget. I personally feel that the retail meat dealers of this state have received service for every dollar which they paid to the state code authority."



BUTCHERS IN THE MAKING.

In this famous school, the Smithfield Institute, London, young boys are taught to be butchers. They are given the full course, including the organization of a butcher shop, buying, cutting, salesmanship and the science of judging meat, both dressed and on the hoof.

REDUCING WEIGHT ON MEAT

Value of lean meat in a reducing diet was stressed by Dr. Leo K. Campbell of Rush Medical College before 125 members of the Chicago Dietetic Society at the Medical Arts Building, Chicago, on January 16. Using lantern slides to illustrate his address, Dr. Campbell presented results of carefully-conducted studies with a large number of persons, which showed that a diet containing as high as three-fourths of a pound of lean meat each day was responsible for weight losses averaging about ten pounds per month.

The diet, in addition to meat, contained fruit, raw and cooked vegetables, eggs, skimmed milk, bread, butter and coffee. Patients on this diet ranged in age from 14 to 67 years. They were able to carry on their regular activities, suffered no inconvenience at any time, enjoyed their meals and actually improved in health during the reducing period. The efficiency of this diet, according to Dr. Campbell, is primarily due to its high protein content. The extra protein, as supplied largely by the meat, not only protects the body from the severe results of protein losses, but also seems to stimulate the burning of the extra body weight. Lean beef, pork and lamb were all used during the studies.

NEWS OF THE RETAILERS

Independent Meat Market, located on Chillicothe st., Portsmouth, O., has been closed.

Frank Winseler has opened a meat market at Door st. and Reynolds road, Toledo, Ohio.

Mrs. F. M. Pryor has opened a meat market on S. Chestnut st., Barnesville, Ohio.

Ideal Meat market has opened at 3932 White Plains ave., Bronx, N. Y.

Sam Dangelis has admitted Peter Dangelis to partnership in the Corner Food Market, Terrace st. and Walton Ave., Muskegon, Mich.

Liberty Market has been incorporated in Spokane, Wash., with a capital of \$10,000, by William J. Mahar, Norman Williams and E. J. Williams, and the business has been opened at 5109 Market st.

Schneider & Dierker, Inc., has been chartered to engage in the meat and grocery business in Madison, Wis.

Studio City Market has engaged in the meat business at 12060 Ventura blvd., North Hollywood, Cal. Fred Weigel and Andrew J. Hayseth are proprietors.

Sylvester Schneider has opened a meat market at 2678 North 9th st., Milwaukee, Wis.

K. J. Hunt has taken out a license to engage in the meat business at 4563 Centinella blvd., Venice, Cal.

Two meat markets have recently opened in Milwaukee, Wis., one at 2712

LIVESTOCK AND DRESSED MEAT PRICES COMPARED

Prices of steers, lambs and hogs, Chicago, compared with wholesale and retail fresh meat prices, New York, during December, 1934:

	Average prices live animals ¹ per 100 lbs. Chicago.			Average wholesale price of carcasses ² per 100 lbs. New York.			Composite retail price in cents per lb. ³ New York.		
	Dec., 1934.	Nov., 1934.	Dec., 1933.	Dec., 1934.	Nov., 1934.	Dec., 1933.	Dec., 1934.	Nov., 1934.	Dec., 1933.
Steers—									
Choice	\$ 9.92	\$ 9.24	\$ 5.76	\$13.64	\$13.16	\$ 9.26	\$28.02	\$28.29	\$25.06
Good	8.08	7.33	5.49	12.00	11.57	8.22	23.95	23.40	20.80
Medium	5.73	5.42	4.62	9.52	8.44	6.91	19.23	18.97	16.90
Lambs—									
Choice	7.75	6.68	7.39	15.28	13.31	13.06	23.52	23.40	21.57
Good	7.33	6.31	7.04	14.34	12.52	12.41	20.54	19.58	18.49
Medium	6.93	6.04	6.56	13.40	11.82	11.62	18.37	17.37	15.94
Hogs—									
Good	6.14	5.78	3.38	16.50	15.90	11.00	20.90	20.76	15.80

¹Average of daily quotations on Choice steers 1100-1300 lbs., Good and Medium steers 900-1100 lbs.; lambs 90 lbs. down; hogs 200-220 lbs., excluding processing tax.

²Average of daily quotations on beef carcasses 600-700 lbs.; lamb carcasses 38 lbs. down; hog products consisting of smoked hams, bacon, picnics, and fresh loins and lard combined in proportion to their respective yields from live weight.

³Composite average of semi-monthly retail quotations on various cuts (including lard) combined in proportion to their respective yields from live weight.

W. Lisbon ave., known as the Star Market and the other at 4386 N. 27th st. The latter is owned by H. C. Hanschman, jr.

Harry Carter has opened a meat market in Mt. Pleasant, Ia.

Ed. Stahnke has gone into partnership with Alvin Hass in the meat business in Reedsburg, Wis.

Paul Powers has opened a meat market at 223 N. F st., Marion, Ind.

A new meat market known as Barker's, Inc., has opened in Milwaukee, Wis.

The third Liebsohn market has opened in Cedar Rapids, Ia., this one at 3201 First ave. with Reed Freeman as manager.

AMONG NEW YORK RETAILERS

Election of officers of Ye Olde New York branch, held on January 15, resulted in the re-election of president Lester M. Kirschbaum and chairman of the board Arthur Kleeblatt.

RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats, in mostly cash and carry stores.

Compiled by the U. S. Bureau of Agricultural Economics. Prices are based on simple average of quotations received.

	NEW YORK.				CHICAGO.			
	Dec. 31, 1934.	Dec. 31, 1933.	Dec. 31, 1932.	Dec. 31, 1931.	Dec. 31, 1934.	Dec. 31, 1933.	Dec. 31, 1932.	Dec. 31, 1931.
Beef:								
Porterhouse steak ..	.40	.33	.35	.34	.32	.33		
Sirloin steak .....	.34	.28	.30	.30	.26	.28		
Round steak .....	.31	.27	.29	.25	.21	.23		
Rib roast, 1st 6 ribs ..	.27	.24	.24	.23	.20	.22		
Chuck roast .....	.18	.17	.17	.17	.14	.16		
Plate beef .....	.11	.8	.10	.10	.9	.11		
Lamb:								
Legs .....	.22	.20	.20	.22	.19	.20		
Loins chops .....	.35	.33	.33	.33	.28	.28		
Rib chops .....	.28	.27	.25	.28	.24	.25		
Stewing .....	.10	.8	.8	.12	.10	.10		
Pork:								
Chop, center cuts ..	.26	.23	.20	.25	.20	.19		
Bacon, strips .....	.31	.22	.22	.29	.20	.19		
Bacon, sliced .....	.34	.27	.26	.34	.26	.24		
Hams, whole .....	.23	.19	.17	.22	.17	.14		
Picnics, smoked .....	.15	.12	.11	.14	.12	.10		
Lard .....	.17	.11	.11	.15	.9	.8		
Veal:								
Cutlets .....	.38	.34	.34	.29	.27	.28		
Loins chops .....	.31	.27	.27	.25	.22	.23		
Rib chops .....	.25	.23	.22	.21	.19	.20		
Stewing (breast) ..	.13	.11	.11	.10	.9	.9		

With large delegations present from practically every branch in Greater New York, the newly elected officers of Brooklyn branch were installed last week by state president Anton Hehn. Albert Rosen presented Joseph Maggio, the new president, with a beautiful basket of roses. Addresses and good wishes were extended to the new officers. Attorney A. Kaufmann and David Van Gelder were among the speakers. A buffet luncheon was served.

Eastern District Branch held its regular bi-monthly meeting Jan. 8 at Schwaben Hall with chairman Joseph Wagner presiding. The Ball Committee, in charge of F. C. Riester, reported that the plans for the dance to be held at Schwaben Hall on Thursday, Washington's birthday eve, Feb. 21, were well under way. Admission, including tax and hat check, is \$1.00. Theo. C. Meyer reported on the delivery of numerous packages of poultry to the Offlie Orphanage just prior to Xmas. There was considerable discussion on the meat dealers' code which had been signed by President Roosevelt. The next meeting will be on Tuesday, Jan. 22, at Schwaben Hall.

The first business meeting of the new year was held by the Ladies' Auxiliary last week in Hotel McAlpin. Mrs. William Kramer presided and plans were discussed for social activities. A committee of Mrs. David Van Gelder, chairman, Mrs. Anton Hehn, Miss Phillips, Mrs. F. Schneider and Mrs. W. H. Wild, with Mrs. W. Kramer, ex-officio, was appointed to secure information. The next will be a social meeting with Mrs. Gus Fernquist and Mrs. Chris Roesel hostesses. This will be at the McAlpin, Thursday afternoon, Jan. 24.

The committee for the joint dinner dance of Brooklyn, Jamaica and South Brooklyn branches to be held Sunday, Feb. 3, in Hotel St. George, report all in readiness. Dinner will be served at 7:00 p. m. The officers for the dinner are chairman, Anton Hehn; vice chairman, Phil Koch; secretary, Leonard Sussel; treasurer, Harry Kamps and business manager, John Harrison.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef.			
	Week ended	Cor. week,	
	Jan. 16, 1935.	1934.	
Prime native steers—			
400-600	17 1/2 @ 18	11 1/2 @ 12 1/2	
600-800	16 @ 17 1/2	9 1/2 @ 10 1/2	
800-1000	17 1/2 @ 18 1/2	9 @ 9 1/2	
Good native steers—			
400-600	14 1/2 @ 15 1/2	10 @ 10 1/2	
600-800	15 1/2 @ 16 1/2	8 1/2 @ 9 1/2	
800-1000	15 @ 16	8 @ 8 1/2	
Medium steers—			
400-600	13 @ 14	9 @ 9 1/2	
600-800	15 @ 16	7 1/2 @ 8 1/2	
800-1000	14 1/2 @ 15 1/2	7 1/2 @ 8 1/2	
Heifers, good, 400-600.	13 1/2 @ 14 1/2	9 1/2 @ 10 1/2	
Cows, 400-600	8 @ 10 1/2	5 1/2 @ 6	
Hind quarters, choice.	@ 22 1/2	@ 15	
Fore quarters, choice.	@ 13 1/2	@ 10	

Beef Cuts.

	unquoted	@ 19
Steer loins, prime.		@ 19
Steer loins, No. 1.	@ 20	@ 17
Steer loins, No. 2.	@ 20	@ 16
Steer short loins, prime.	unquoted	@ 25
Steer short loins, No. 1.	@ 40	@ 22
Steer short loins, No. 2.	@ 40	@ 20
Steer loin ends (hips).	@ 22	@ 12
Steer loin ends, No. 2.	@ 20	@ 12
Cow loins.	@ 18	@ 13
Cow short loins.	@ 21	@ 12
Cow loin ends (hips).	@ 14	@ 9
Steer ribs, prime.	unquoted	@ 16
Steer ribs, No. 1.	@ 25	@ 12
Steer ribs, No. 2.	@ 21	@ 11
Cow ribs, No. 2.	@ 14	@ 7
Cow ribs, No. 3.	@ 9	@ 6
Steer rounds, prime.	unquoted	@ 11
Steer rounds, No. 1.	@ 13	@ 8 1/2
Steer rounds, No. 2.	@ 12 1/2	@ 8
Steer chucks, prime.	unquoted	@ 9
Steer chucks, No. 1.	@ 12 1/2	@ 5 1/2
Steer chucks, No. 2.	@ 12 1/2	@ 5
Cow rounds.	@ 9 1/2	@ 7
Cow chucks.	@ 8	@ 5
Steer plates.	@ 9	@ 5
Medium plates.	@ 9	@ 4 1/2
Briskets, No. 1.	@ 13 1/2	@ 7
Steer navel ends.	@ 7 1/2	@ 2 1/2
Cow navel ends.	@ 5	@ 2 1/2
Fore shanks.	@ 14	@ 5 1/2
Hind shanks.	@ 4 1/2	@ 4
Strip loins, No. 1, bbls.	@ 60	@ 28
Strip loins, No. 2.	@ 50	@ 25
Striplin butts, No. 1.	@ 25	@ 17
Striplin butts, No. 2.	@ 19	@ 14
Beef tenderloins, No. 1.	@ 75	@ 50
Beef tenderloins, No. 2.	@ 45	@ 35
Rump butts.	@ 24	@ 11
Flank steaks.	@ 19	@ 12
Shoulder clods.	@ 8 1/2	@ 7
Hanging tenderloins.	@ 8	@ 5 1/2
Insides, green, 6@8 lbs.	@ 10 1/2	@ 9
Outsides, green, 5@6 lbs.	@ 9 1/2	@ 8
Knuckles, green, 5@6 lbs.	@ 10	@ 8

Beef Products.

Brains (per lb.).	@ 7	@ 6 1/2
Hearts.	@ 4 1/2	@ 5
Tongues.	@ 16	@ 15
Sweetbreads.	@ 25	@ 16
Ox-tail, per lb.	@ 8	@ 10
Fresh tripe, plain.	@ 4	@ 8
Fresh tripe, H. C.	@ 8	@ 12
Livers.	@ 13	@ 8
Kidneys, per lb.	@ 8	@ 8

Veal.

Choice carcass.	12 @ 14	10 @ 11
Good carcass.	10 @ 11	8 @ 9
Good saddles.	12 @ 16	10 @ 12
Good racks.	9 @ 12	7 @ 9
Medium racks.	@ 7	5 @ 6

Veal Products.

Brains, each.	@ 10	7 @ 1 1/2
Sweetbreads.	@ 30	@ 35
Calf livers.	@ 30	@ 35

Lamb.

Choice lambs.	@ 20	@ 15
Medium lambs.	@ 18	@ 14
Choice saddles.	@ 22	@ 17
Medium saddles.	@ 20	@ 15
Choice fores.	@ 16	@ 12
Medium fores.	@ 14	@ 10
Lamb fries, per lb.	@ 26	@ 25
Lamb tongues, per lb.	@ 12	@ 15
Lamb kidneys, per lb.	@ 15	@ 15

Mutton.

Heavy sheep.	@ 8	@ 5
Light sheep.	@ 11	@ 8
Heavy saddles.	@ 11	@ 11
Light saddles.	@ 13	@ 10
Heavy fores.	@ 4	@ 4
Light fores.	@ 7	@ 6
Mutton legs.	@ 13	@ 12
Mutton loins.	@ 10	@ 10
Mutton stew.	@ 5	@ 3
Sheep tongues, per lb.	@ 12	@ 9
Sheep heads, each.	@ 10	@ 8

Fresh Pork, etc.

Pork loins, 8@10 lbs. av.	@ 17 1/2	@ 9 1/2
Picnic shoulders.	@ 12	@ 6 1/2
Skinned shoulders.	@ 14	@ 6
Tenderloins.	@ 40	@ 19
Spare ribs.	@ 13	@ 5
Back fat.	@ 14	@ 6 1/2
Boston butts.	@ 17	@ 8
Boneless butts, cellar trim,		
2@4.	@ 20	@ 10
Hocks.	@ 11	@ 5
Tails.	@ 11	@ 5
Neck bones.	@ 5	@ 1 1/2
Silp bones.	@ 10	@ 5
Blade bones.	@ 11	@ 5
Pigs' feet.	@ 5	@ 2
Kidneys, per lb.	@ 8	@ 5
Livers.	@ 3 1/2	@ 3 1/2
Brains.	@ 8	@ 5
Ears.	@ 5	@ 3
Snouts.	@ 4	@ 4 1/2
Heads.	@ 7	

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.	@ 27
Country style sausage, fresh in links.	@ 21 1/2
Country style sausage, fresh in bulk.	@ 18 1/2
Country style sausage, smoked.	@ 22 1/2
Frankfurts in sheep casings.	@ 20 1/2
Frankfurts in hog casings.	@ 18 1/2
Bologna in beef bungs, choice.	@ 15 1/2
Bologna in beef middles, choice.	@ 16 1/2
Liver sausage in beef rounds.	@ 13 1/2
Smoked liver sausage in hog bungs.	@ 19
Liver sausage in hog bungs.	@ 18
Head cheese.	@ 17
New England luncheon, choice.	@ 22 1/2
Minced luncheon specialty, choice.	@ 18 1/2
Tongue sausage.	@ 25 1/2
Blood sausage.	@ 16 1/2
Souse.	@ 17 1/2
Polish sausage.	@ 17 1/2

DRY SAUSAGE

Cervelat, choice, in hog bungs.	@ 36
Thuringer cervelat.	@ 17
Farmer.	@ 25
Holsteiner.	@ 24
B. C. salami, choice.	@ 33
Mild salami, choice.	@ 34
B. C. salami, new condition.	@ 17
Frisses, choice, in hog middles.	@ 33
Genoa style salami.	@ 38
Pepperoni.	@ 28
Mortadella, new condition.	@ 19
Capicola.	@ 39
Italian style hams.	@ 39
Virginia hams.	@ 36

SAUSAGE MATERIALS

(F.O.B. CHICAGO, carlot basis.)

Regular pork trimmings.	@ 14
Special lean pork trimmings.	@ 15 1/2
Extra lean pork trimmings.	@ 16 1/2
Pork cheek meat.	11 @ 11 1/2
Pork hearts.	@ 6
Pork livers.	4 1/2 @ 5
Native boneless hunk meat (heavy).	@ 7
Shank meat.	@ 7
Boneless chucks.	@ 7 1/2
Beef trimmings.	@ 6 1/2
Beef cheeks (trimmed).	@ 4 1/2
Dressed carcass, 350 lb. and up.	@ 5 1/2
Dressed cutter cows, 400 lb. and up.	@ 7 1/2
Dr. bologna bulls, 600 lb. and up.	@ 7 1/2
Beef tripe.	@ 3 1/2
Pork tongue, canner trim, S.P.	@ 17

SAUSAGE IN OIL

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.	\$5.50
Large tins, 1 to crate.	6.35
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.	6.50
Large tins, 1 to crate.	7.25
Smoked link sausage in hog casings—	
Small tins, 2 to crate.	5.75
Large tins, 1 to crate.	6.50

BARRELED PORK AND BEEF

Mess pork, regular.	@ 30.00
Family back pork, 24 to 34 pieces.	@ 29.00
Family back pork, 35 to 45 pieces.	@ 28.50
Clear back pork, 40 to 50 pieces.	@ 30.50
Clear plate pork, 25 to 35 pieces.	@ 25.00
Bean pork.	@ 26.50
Brisket pork.	@ 30.00
Plate beef.	@ 18.00
Extra plate beef, 200 lb. bbls.	@ 19.00

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	15.50
Lamb tongue, short cut, 200-lb. bbl.	38.00
Regular tripe, 200-lb. bbl.	\$12.00
Honey comb tripe, 200-lb. bbl.	16.00
Pocket honeycomb tripe, 200-lb. bbl.	19.00

DRY SALT MEATS

Clear bellies, 18@20 lbs.	@ 15 1/2
Clear bellies, 14@16 lbs.	@ 15 1/2
Rib bellies, 25@30 lbs.	@ 15 1/2
Fat backs, 10@12 lbs.	@ 12 1/2
Fat backs, 14@16 lbs.	@ 12 1/2
Regular plates.	@ 11 1/2
Jowl butts.	@ 10 1/2

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs.	18 1/2 @ 19 1/2
Fancy skd. hams, 14@16 lbs.	20 @ 21
Standard reg. hams, 14@16 lbs.	17 @ 17 1/2
Picnics, 4@8 lbs., short shanks.	12 1/2 @ 13 1/2
Picnics, 4@8 lbs., long shanks.	11 1/2 @ 12 1/2
Fancy bacon, 6@8 lbs.	24 1/2 @ 25 1/2
Standard bacon, 6@8 lbs.	21 @ 22
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.	21 @ 22
Outsides, 5@9 lbs.	17 @ 18
Knuckles, 5@9 lbs.	18 @ 19
Cooked hams, choice, skin on, fattened.	@ 32
Cooked hams, choice, skinless, fattened.	@ 31
Cooked picnics, skin on, fattened.	@ 22
Cooked picnics, skinned, fattened.	@ 21
Cooked loin roll, smoked.	@ 38

LARD

Prime steam, cash, Bd. Trade.	@ 12.70
Prime steam, loose, Bd. Trade.	@ 12.50
Refined lard, tierces, f.o.b. Chicago.	@ 14 1/2
Kettle rend., tierces, f.o.b. Chgo.	@ 14 1/2
Leaf, kettle rendered, tierces, f.o.b. Chicago.	@ 13
Neutral, in tierces, f.o.b. Chicago.	@ 14 1/2
Compound, vegetable, tierces, c.a.f.	@ 12 1/2

OLEO OIL AND STEARINE

Extra oleo oil.	10 1/2 @ 11
Prime No. 1 oleo oil.	10 1/2 @ 10 1/2
Prime No. 2 oleo oil.	10 @ 10 1/2
Prime oleo stearine, edible.	9 1/2 @ 9 1/2

TALLOW AND GREASES

Edible tallow, under 1% acid, 43 titre.	8 @ 8 1/2
Prime packers' tallow.	6 1/2 @ 6 1/2
No. 1 tallow, 10% f.f.a.	5 1/2 @ 5 1/2
Special tallow.	5 1/2 @ 5 1/2
Choice white grease.	6 @ 6
A-White grease.	@ 6 1/2
B-White grease, maximum 5% acid.	@ 6 1/2
Yellow grease, 10@15%.	5 1/2 @ 5 1/2
Brown grease, 40% f.f.a.	4 1/2 @ 4 1/2

ANIMAL OILS

Prime edible.	@ 14 1/2
Prime inedible.	@ 10 1/2
Headlight.	@ 10 1/2
Prime W. S.	@ 10
Extra lard oil.	@ 9 1/2
Extra No. 1 lard oil.	@ 9 1/2
No. 1 lard oil.	@ 8 1/2
No. 2 lard oil.	@ 8 1/2
Acidless tallow oil.	@ 8 1/2
20% neatfoot oil.	@ 16 1/2
Pure neatfoot oil.	@ 12 1/2
Special neatfoot oil.	@ 10
Extra neatfoot oil.	@ 9 1/2
No. 1 neatfoot oil.	@ 9 1/2
Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.	

VEGETABLE OILS

Crude cottonseed oil in tanks, f.o.b.	
Valley points, prompt.	@ 9 1/2
White, deodorized, in bbls., f.o.b. Chgo.	13 1/2 @ 13 1/2
Yellow, deodorized.	13 1/2 @ 13 1/2
Soap stock, 50% f.f.a., f.o.b.	2 @ 2 1/2
Corn oil, in tanks, f.o.b. mills.	9 1/2 @ 10
Soya bean oil, f.o.b. mills.	7 1/2 @ 8 1/2
Cocunut oil, seller's tanks, f.o.b. coast.	4 1/2 @ 4 1/2
Refined in bbls., f.o.b. Chicago.	7 1/2 @ 7 1/2

OLEOMARGARINE

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.	@ 14
Nut, 1-lb. cartons, f.o.b. Chicago.	@ 12
Puff paste.	@ 14

PURE VINEGARS

A. P. CALLAHAN & COMPANY

7407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CURING MATERIALS

	Cwt.	Sacks.
Nitrite of soda (Chgo. warehouse stock)		
1 to 4 bbls. delivered	\$9.10	
5 or more bbls. delivered	8.95	
Salt peter, 1 to 4 bbls. f.o.b. N. Y.		
Dbl. refined granulated	6.25	6.15
Small crystals	7.25	7.15
Medium crystals	7.02 1/2	7.50
Large crystals	8.00	7.75
Dbl. refd. gran. nitrate of soda	3.62 1/2	3.25
Salt per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:		
Granulated	\$6.80	
Medium, air dried	9.30	
Medium, kiln dried	10.80	
Rock	6.60	
Sugar—		
Raw sugar, 96 basis, f.o.b. New Or-		
leans	@2.80	
Second sugar, 90 basis	none	
Standard gran., f.o.b. refiners (2%)	@4.30	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	@3.80	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	@3.70	

SPICES

(Basis Chicago, original bbls., bags or bales)

	Whole.	Ground.
Allspice Prime	6 1/2	8
Refined	7	8 1/2
Chili Pepper, Fancy	22 1/2	22 1/2
Chili Powder, Fancy	22	22
Cloves, Amboy	23	27
Madagascar	13 1/2	14 1/2
Zanzibar	13	16
Ginger, Jamaica	20 1/2	23
African	9	11
Mace, Fancy Banda	65	70
East India	60	65
E. I. & W. I. Blend	63	63
Mustard Flour, Fancy	24	15 1/2
No. 1	24	15 1/2
Nutmegs, Fancy Banda	25	25
East India	21	21
E. I. & W. I. Blend	18	18
Paprika, Extra Fancy	24	24
Fancy	27	27
Hungarian	26 1/2	26 1/2
Pepina Sweet Red Pepper	22 1/2	22 1/2
Pepper, Cayenne	14 1/2	16 1/2
Red Pepper No. 1	13 1/2	15
Pepper, Black Aleppo	13 1/2	15
Black Lampong	15	17
Black Tellicherry	34 1/2	36 1/2
White Java Muntok	35 1/2	35 1/2
White Singapore	35 1/2	35 1/2
White Packers	29	29

SEEDS AND HERBS

	Ground for Whole.	Sausage.
Caraway Seed	9 1/2	11 1/2
Celery Seed	47	52
Cuminos Seed	16	19
Coriander Morocco Bleached	8	8 1/2
Coriander Morocco Natural No. 1	9 1/2	13 1/2
Mustard Seed, Cal. Yellow	11	13
American	8 1/2	10 1/2
Marjoram, French	34	38
Oregano	11	14
Sage, Dalmation Fancy	7	9
Dalmation No. 1 Fancy	9 1/2	8 1/2

SAUSAGE CASINGS

(F.O.B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef Casings:	
Domestic rounds, 180 pack	@25
Domestic rounds, 140 pack	@38
Export rounds, wide	@52
Export rounds, medium	@35
Export rounds, narrow	@44
No. 1 weasands	@08
No. 2 weasands	@08
No. 1 bungs	@11
No. 2 bungs	@08
Middles, regular	@60
Middles, select, wide, 2@2 1/2 in. diam.	1.00
Middles, select, extra wide, 2 1/2 in. and over	1.25
Dried bladders:	
12-15 in. wide, flat	1.05
10-12 in. wide, flat	.85
8-10 in. wide, flat	.60
6-8 in. wide, flat	.40
Hog casings:	
Narrow, per 100 yds.	2.45
Narrow, special, per 100 yds.	2.20
Medium, regular	2.10
Wide, per 100 yds.	1.80
Extra wide, per 100 yds.	1.85
Export bungs	.27
Large prime bungs	.20
Medium prime bungs	.14 1/2
Small prime bungs	.09
Middles, per set	.16
Stomachs	.06

COOPERAGE

Ash pork barrels, black iron hoops	\$1.40 @1.42 1/2
Oak pork barrels, black iron hoops	1.30 @1.32 1/2
Ash pork barrels, galv. iron hoops	1.47 1/2 @1.50
Oak pork barrels, galv. iron hoops	1.37 1/2 @1.40
White oak ham tierces	2.22 1/2 @2.25
Red oak lard tierces	1.97 1/2 @2.00
White oak lard tierces	2.07 1/2 @2.10

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good	\$9.00@10.00
Steers, medium	7.00@8.25
Cows, common and medium	3.25@4.50
Bulls, good	3.00@4.25

LIVE CALVES

Vealers, good and choice	\$9.50@11.00
Vealers, medium	7.50@9.00
Calves	5.50@7.00

LIVE LAMBS

Lambs, good and choice	\$10.00@10.25
Lambs, medium	7.75@9.00
Ewes	3.00@4.00

LIVE HOGS

Hogs, 170-190 lb. average, good	@\$7.75
Hogs, heavy	7.70@7.90

DRESSED HOGS

Hogs, good to choice	\$14.50@15.00
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DRESSED BEEF

City Dressed.

Choice, native, heavy	17 1/2 @18 1/2
Choice, native, light	17 @18 1/2
Native, common to fair	15 @16 1/2

Western Dressed Beef.

Native steers, 600@800 lbs.	16 @18
Native choice yearlings, 440@600 lbs.	16 @18
Good to choice heifers	15 @15
Good to choice cows	12 @14
Common to fair cows	10 @12
Fresh bologna bulls	7 1/2 @8 1/2

BEEF CUTS

	Western.	City.
No. 1 ribs	22 @25	24 @27
No. 2 ribs	20 @22	20 @22
No. 3 ribs	16 @18	19 @20
No. 1 loins	26 @30	30 @34
No. 2 loins	23 @24	25 @28
No. 3 loins	18 @20	20 @23
No. 1 hinds and ribs	21 @23	22 @24
No. 2 hinds and ribs	17 @20	19 @21
No. 1 rounds	14 @15	15 @16
No. 2 rounds	13 @14	14 @16
No. 3 rounds	12 @13	13 @16
No. 1 chucks	13 @14	14 @15
No. 2 chucks	11 @12	12 @13
No. 3 chucks	8 @9	9 @10
Bolognas	23 @25	23 @25
Rolls, reg. 6@8 lbs. avg.	18 @20	18 @20
Tenderloins, 4@6 lbs. avg.	50 @60	50 @60
Tenderloins, 5@6 lbs. avg.	50 @60	50 @60
Shoulder clods	12 @14	12 @14

DRESSED VEAL

Good	14 1/2 @15 1/2
Medium	13 1/2 @14 1/2
Common	10 @12

DRESSED SHEEP AND LAMBS

Lambs, prime to choice	20 @21
Lambs, good	19 @20
Lambs, medium	18 @19
Sheep, good	12 @13
Sheep, medium	10 @12

FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.	18 @19
Pork tenderloins, fresh	30 @31
Pork tenderloins, frozen	25 @27
Shoulders, Western, 10@12 lbs. avg.	15 @16
Butts, regular, Western	18 @19
Butts, boneless, Western	19 @20
Hams, Western, fresh, 10@12 lbs. avg.	15 @16
Picnic hams, Western, fresh, 6@8 lbs.	11 @12
average	17 @18
Pork trimmings, extra lean	14 @15
Pork trimmings, regular 50% lean	12 @12 1/2
Spareribs	12 @12 1/2

SMOKED MEATS

Hams, 8@12 lbs. avg.	18 @20
Hams, 10@12 lbs. avg.	19 @20
Hams, 12@14 lbs. avg.	19 1/2 @20 1/2
Picnics, 4@6 lbs. avg.	14 @15
Picnics, 6@8 lbs. avg.	13 1/2 @14 1/2
City pickled bellies, 8@12 lbs. avg.	18 @19
Bacon, boneless, Western	25 @26
Bacon, boneless, city	23 1/2 @25
Rolettes, 8@10 lbs. avg.	18 @19
Beef tongue, light	23 @25
Beef tongue, heavy	25 @27

FANCY MEATS

Fresh steer tongues, untrimmed	15c a pound
Fresh steer tongues, l. c. trim'd	30c a pound
Sweetbreads, beef	30c a pound
Sweetbreads, veal	60c a pair
Beef kidneys	10c a pound
Mutton kidneys	3c each
Livers, beef	27c a pound
Oxtails	14c a pound
Beef hanging tenders	22c a pound
Lamb fries	10c a pair

BUTCHERS' FAT

Shop fat	@1.75 per cwt.
Breast fat	@2.25 per cwt.
Edible suet	@3.50 per cwt.
Inedible suet	@2.75 per cwt.

GREEN CALFSKINS

	5-9 9/16-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	.12	1.65	1.75	1.80
Prime No. 2 veals	.11	1.50	1.60	1.65
Buttermilk No. 1	.09	1.35	1.45	1.50
Buttermilk No. 2	.08	1.25	1.35	1.40
Branded grubby	.07	.95	1.05	1.10
Number 3	.07	.95	1.05	1.10

BONES, HOOFS AND HORNS

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00 @ 85.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	@ 65.00
Black or striped hoofs, per ton	45.00 @ 50.00
White hoofs, per ton	@100.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@ 70.00
Horns, according to grade	75.00 @ 200.00

PRODUCE MARKETS

	Chicago.	New York.
Butter.		
Creamery (92 score)	@31 1/2	@32 1/2
Creamery (90-91 score)	30 1/2 @30 1/2	@32
Creamery firsts (88-90 score)	20 @30	30 @30 1/2
Eggs.		
Extra firsts	26 1/2 @27 1/2	27 1/2 @28 1/2
Firsts	25 1/2 @26 1/2	26 @26 1/2
Standards (refrigerated)	23 1/2 @24 1/2	24 @24 1/2
Live Poultry.		
Fowls	12 @17	17 @21
Chickens	13 @17 1/2	14 @19
Turkeys	14 @20	20 @27
Ducks	11 @21	11 @18
Geese	10 @21	10 @16
Dressed Poultry.		
Fryers, 31-42	18 @19	@19
Roasters, 43-54	19 @21 1/2	20 @22 1/2
Roasters, 55 and up	21 1/2 @24 1/2	23 1/2 @25 1/2
Fowls, 31-47	16 @18	17 @19
48-59	18 1/2 @19 1/2	19 @20 1/2
60 and up	@20	@21

BUTTER AT FIVE MARKETS

Wholesale prices of 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended January 10, 1935:

	Jan. 4	5	7	8	9	10
Chicago	31 1/2	32	32	32	32 1/2	32 1/2
New York	33 1/2	33 1/2	34 1/2	34 1/2	34 1/2	34 1/2
Boston	33 1/2	34 1/2	34 1/2	34 1/2	34 1/2	34 1/2
Phila.	34 1/2	34 1/2	34 1/2	35 1/2	35 1/2	34 1/2
San Fran.	31	31	31	32	32	32

Wholesale prices carlots—fresh centralized butter—90 score at Chicago:

	30	31	31	31	31	31
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1— 1935.	1934.
Chicago	8,798	27,504	27,905	26,615	54,688
N. Y.	10,163	51,855	43,462	56,801	93,972
Boston	4,644	21,371	16,325	16,640	40,502
Phila.	4,406	21,766	14,946	25,155	35,671
Total	28,065	122,296	102,338	123,211	224,833

Cold storage movement (lbs.):

	In	Out	On hand	Same week day
	Jan. 10.	Jan. 11.	Jan. 10.	last year.
Chicago	39,383	400,493	13,728,866	46,152,091
N. Y.	34,830	44,517	925,453	14,704,538
Boston	1,500	17,445	561,075	1,744,968
Phila.	13,500	43,645	334,813	543,854
Total	89,423	506,100	15,545,207	63,145,871

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

Working Sausagemaker

Expert sausagemaker with 20 years' experience seeks position. Can produce highest quality sausage and loaves of all kinds. Specialize in German style sausage. Also experienced in latest cures and methods. Can handle any size sausage plant. Employed at present. W-783, The National Provisioner, 407 S. Dearborn St., Chicago, Illinois.

Sausage Foreman

Experienced sausage foreman is looking for connection with reliable packer who can use his many years' experience to good advantage. Have worked in large packing plants and understand their problems. Excellent references. Will go anywhere opportunity warrants. W-785, The National Provisioner, 407 S. Dearborn St., Chicago.

Casing Foreman

Position wanted by experienced casing foreman, thoroughly conversant with manufacturing and cleaning of hog, beef, and sheep casings. Thirty years' experience. Married. W-784, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Experienced Salesman

Experienced dry sausage and canned meat salesman acquainted with jobbing, chain store and large retail trade in New York state and Pennsylvania, open for connection February 1. Can offer good reference as to character and sales ability. W-781, The National Provisioner, 300 Madison Ave., New York City.

Sausage Expert

Am qualified to direct and manage all sausage room operations. Expert knowledge of all products, including specialties. Reputation for making quality sausage from any materials. Expert knowledge in figuring costs. Can put your sausage department on money-making basis. W-713, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Do You Plan to Make Dog Food?

If so, you need the right advice to keep out of trouble. Expert with practical experience can establish formulas and methods and start production for you. W-620, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Position Wanted

Superintendent

Want position as superintendent. Practical experience covering beef and pork, killing, cutting, curing, etc. Can produce results with least labor cost. Now employed. Want to change for good reason. Will go anywhere. Can furnish references from past and present employers. W-778, The National Provisioner, 407 S. Dearborn St., Chicago.

Pork Man

Qualified to direct and supervise all pork operations. Have been working foreman over hog killing, hog cutting, sweet pickle and dry salt curing as well as smoked meats. Have been superintendent over all pork operations for eight years for one of large packers. Excellent references. W-779, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Sausage Plant Manager Available

Aggressive, alert, competent sausage manufacturing superintendent available soon. Lots of selling and executive experience. Write W-782, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Working Sausage Foreman

First-class sausagemaker with experience manufacturing all kinds of sausage, loaves, and summer sausage, seeks position. Understands work of entire department and can make quality product from any materials economically and profitably. Convince yourself. W-780, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Equipment For Sale

Frozen Meat Cutter

For sale, one Seybold frozen meat cutter. Used less than one week. As good as new. Price \$1,000. Geneva Preserving Company, Geneva, N. Y.

Make your wants known through these little ads, with the big pull.

Equipment For Sale

Packhouse Machinery

For sale, reconditioned machinery of every description from single machine to machinery for complete packing plant. Guaranteed in A-1 condition. Write Menges, Mange, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

Meat Saw

For sale cheap, one Cleveland meat saw. Never used. FS-773, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Machinery Bargains

The following machinery for sale at bargain:

- 1 Anco No. 600 Laabs Cooker
- 1 Anderson Cracking Expeller
- 1 Anco 3 x 6 Lard Roll
- 3 Mechanical Mfg. Co. Meat Mixers
- 1 M. & M. Hog
- 1 Lard Filter Press
- 1 Steam Tube Dryer, 6' x 30'
- 5 Cooking Kettles

What idle machinery have you for sale?

CONSOLIDATED
PRODUCTS COMPANY, INC.

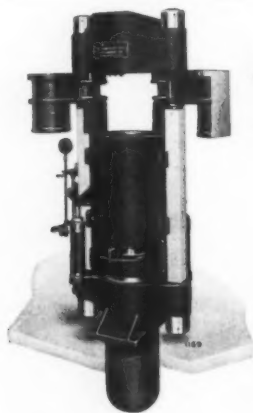
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GEO. H. JACKLE

Broker

Tankage, Blood, Bones
Cracklings, Bonemeal
Hoof and Horn Meal

Chrysler Bldg.,
405 Lexington Ave.
New York City



The New FRENCH CURB PRESS

Will Give You
MORE GREASE
PURER GREASE
LESS REWORKING
GREATER CLEANLINESS

We invite your inquiries

The French Oil Mill
Machinery Company

Piqua

Ohio

THE CUDAHY PACKING CO.

Importers and Exporters of

Selected Sausage Casings

221 North La Salle Street

Chicago, U. S. A.

TO SELL YOUR PRODUCTS

—in Great Britain—

communicate with

STOKES & DALTON, LTD.

Leeds, 9

ENGLAND

UNITED DRESSED BEEF COMPANY

J. J. HARRINGTON & COMPANY

City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils
Stearine
Tallow

Stock Foods
Calf Heads
Cracklings

Pulled Wool
Pickled Skins
Packer Hides

Calf Skins
Horns
Cattle Switches

Selected Beef and Sheep Casings

43rd & 44th Streets
First Ave. and East River

NEW YORK CITY

Telephone
Murray Hill 4-2900

Superior Packing Co.

Price Quality Service

Chicago



St. Paul

DRESSED BEEF

BONELESS BEEF and VEAL

Carlots

Barrel Lots

Sheep - Beef - Hog

CASINGS

HIGH QUALITY

PROMPT SERVICE

FAIR PRICES

M. J. SALZMAN Co., Inc.

619 W. 24th Place, Chicago
Cable Masalz, Liebers, Bentley Code

Phone Gramercy 3665

Schweisheimer & Fellerman

Importers and Exporters of
SAUSAGE CASINGS

Selected Hog and Sheep Casings a Specialty
Ave. A, cor. 20th St. New York, N. Y.

HARRY LEVI & CO.

Importers and Exporters of

Sausage Casings

723 West Lake Street

Chicago

"The Skins You Love to Stuff"

Early & Moor, Inc.

SAUSAGE CASINGS

Exporters

139 Blackstone St.

Importers

Boston, Mass.

MASSACHUSETTS IMPORTING COMPANY
IMPORTERS and EXPORTERS

SAUSAGE CASINGS

QUALITY STRENGTH SERVICE

NEW YORK, N.Y.
276 Fifth Ave.

BOSTON, MASS.
78-80 North St.

The Finest Tribute to

QUALITY
PRODUCTS

*"Casings
by
Mongolia"*

**MONGOLIA
IMPORTING CO. INC.**

274 Water St., New York City

C

**THE
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CARLOT SHIPPERS

Straight and mixed cars



Hunter Packing Company

East St. Louis, Illinois

*Straight and Mixed Cars
of Beef and Provisions*



NEW YORK OFFICE
410 W. 14th Street

REPRESENTATIVES:
Wm. G. Joyce, Boston
F. C. Rogers, Philadelphia

The RATH PACKING CO.

✕
Pork and Beef Packers

BLACKHAWK HAMS and BACON

Straight and Mixed Cars of
Packing House Products

Waterloo, Iowa

THE E. KAHN'S SONS CO.

CINCINNATI, O.

"AMERICAN BEAUTY"

HAMS and BACON

Straight and Mixed Cars of Beef,
Veal, Lamb and Provisions

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NEW YORK	PHILADELPHIA	WASHINGTON	BOSTON
H. L. Woodruff	W. C. Ford	B. L. Wright	P. G. Gray Co.
259 W. 14th St.	88 N. Delaware Av.	631 Penn. Av., N.W.	148 State St.

HORMEL

GOOD FOOD

Main Office and Packing Plant
Austin, Minnesota

The Columbus Packing Company



Pork and Beef Packers

Columbus, Ohio

Schenk Bros., Managers

New York Representative: M. C. Brand, 410 W. 14th St.

Krey's

St. Louis

Shippers of Straight and Mixed Cars

Pork — Beef — Sausage — Provisions

HAMS and BACON

"Deliciously Mild"

New York Office—259 W. 14th St.

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M. Weinstein Co., Philadelphia, Pa. Baltimore, Md.

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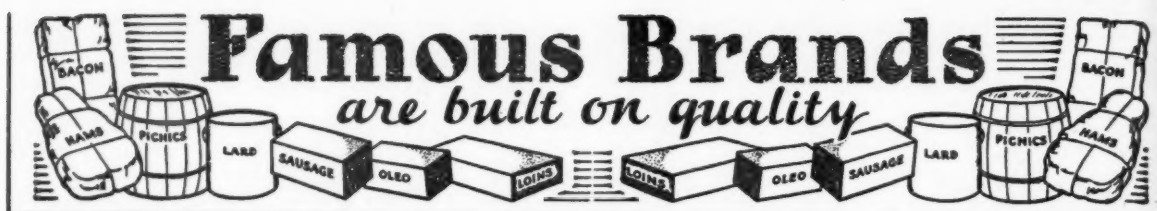
NIAGARA BRAND

HAMS & BACON

SHIPPERS OF STRAIGHT AND MIXED CARS OF

BEEF — PORK — SAUSAGE — PROVISIONS

BUFFALO — OMAHA — WICHITA



14 Plants
Strategically Located

HONEY BRAND

Hams — Bacon

Spiced Ham

Luncheon Meat

Pork

Beef

Veal

Lamb

Sausage Specialties

Hygrade Food Products Corporation

3830 S. Morgan St., Chicago, Ill.



Philadelphia Scrapple a Specialty

John J. Felin & Co., Inc.

4142-60 Germantown Ave., Philadelphia, Pa.

New York Branch: 407-409 West 13th Street

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Bacon
Lard
Delicatessen

C. A. Durr Packing Co., Inc.

Utica, N. Y.
Manufacturers of



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BACON
FRANKFURTS

LARD
DAISIES
SAUSAGES

QUALITY Pork Products That SATISFY

Partridge

PORK PRODUCTS—SINCE 1876

The H. H. MEYER PACKING CO.

Cincinnati, Ohio

Vogt's

**Liberty
Bell Brand**

Hams—Bacon—Sausages—Lard—Scrapple

F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

foods of Unmatched Quality

**ESSKAY
QUALITY**

HAMS — BACON

LARD — SAUSAGE

SOUTHERN ROSE SHORTENING

The Wm. Schludenberg-T. J. Kurdle Co.

Meat Packers

Baltimore, Md.

Wilmington Provision Company

TOWER BRAND MEATS

Slaughtering of Cattle, Hogs,
Lams and Calves

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

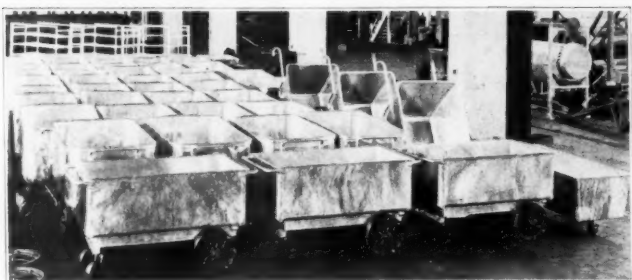
WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION

ALLENTOWN, PA.

When you need **TRUCKS** in a hurry order from



Quick deliveries!!! Standard parts ready to be freshly hot dipped galvanized and sent out on your orders for Standard ANCO Packinghouse Trucks. Prompt Service is the watchword of our new Truck Department!

All features in Truck construction originated by ANCO years ago have since been adopted as standard construction by the Meat Packing Industry. Our Engineers are continually developing new modern sanitary features of construction.

We gladly design and manufacture Special Trucks to meet individual requirements, also bodies made of Stainless steel, and can equip all trucks with rubber tired and ball bearing wheels.

Write for Truck Catalog

THE ALLBRIGHT-NELL CO.



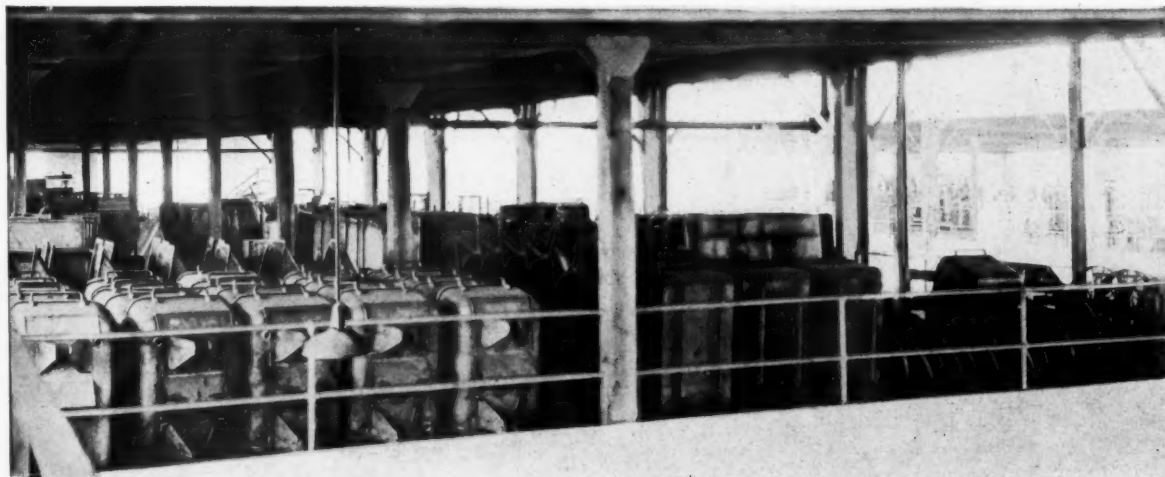
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20,000

Square Feet of Floor
Space for ANCO Truck
Manufacture and
Storage





Good News for Dealers—the way it's...

Smoked a new way . . . in ovens. The improved flavor writes a new chapter in dried beef history. Delightfully tender . . . with a rich, appetizing color. That's what it has meant to smoke Swift's Premium Dried Beef a new way..in ovens.

Molded in a new form. The result . . . it slices at a profit from end to end. No waste. The finer appearance gives it greater display value. An all-year-around profitable item.

Swift's Premium Dried Beef

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